A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 21, 1964

Business Bulletins *from around the world*

BELGIUM—Leaf Brands, Inc., Chicago, established Leaf Belgium, capitalized at $200,000, at Bornem for production, sale of chewing gum, confectionery, operation of vending machines.

Torrington S.A., subsidiary of Torrington Manufacturing Co., Torrington, Conn., opens new plant at Nivelles to manufacture air impellers, air moving devices, air conditioning equipment.

FRANCE—French wholesale and retail prices increased appreciably during September, largely owing to seasonal increases in food prices.

France and Spain have renewed their bilateral trade agreement for one year. Previous French commitments to purchase Spanish oranges and rice are omitted, but French purchase commitments with regard to anthracite, various food products and miscellaneous other items are retained.

French imports from foreign currency areas in October 1964 valued at $704 million, exports at $685 million.

New stabilization measures imposed by government. Most important are those holding restaurant prices at October 1964 levels; controlling prices of pork, beef, chickens; postponing controlled rent increases.

INDIA—Thirty-eight West German businessmen to visit India for three weeks beginning mid-January to explore investment and collaboration possibilities. Areas of particular interest will be garments, machine tools, precision instruments, and radio and telecommunications equipment.

Nine Australian businessmen recently discussed trade and collaboration proposals with government officials and private groups in New Delhi and Calcutta.

The Government announced on November 19 the fixing of ex-refinery prices of raw naphtha effective retroactively to July 1, 1964. Fixed price per metric ton is Rs. 70.70 ($14.80) for Bombay, Rs. 76 ($16) for Visakhapatnam, Rs. 80.40 ($16.90) for Calcutta.

IRAN—Government of Iran extends for another year (thru October 7, 1965) 50% duty exemption granted textile mills on imports of synthetic fabrics, yarns, and artificial silk.

The Government has announced new regulations governing the establishment and operation of radio and television plants. The regulations require a larger percentage of local manufacture.

MALAYSIA—First iron and steel mill at Jurong, Singapore, which went into production last January accelerates expansion program to provide for addition in 1965 of second electric arc furnace, another continuous casting machine to provide billets for rolling, re-rolling mills, and additional rolling, re-rolling equipment. German Government has made grant for feasibility study of this expansion. Singapore Economic Development Board to provide part of required new investment capital; long-term credits from equipment suppliers expected. Firm's managing director reportedly leaves soon for U.S. and Europe to buy new equipment.

MEXICO—New industries include manufacturers of automotive parts, machines, tools, cash registers, disinfectants, glass products, radios, televisions, pulp and paper. Niehoff, S.A. de C. V. (affiliate of C. E. Niehoff & Co. of Chicago) to produce terminals, switches, voltage regulators, condensors and alternators for automotive industry. Other machinery, equipment to be manufactured include electric motors, generating plants by Kohler de Mexico, S.A. (subsidiary of Kohler Co. of Wisconsin); cash registers, adding machines by Industrias Erlo in Chihuahua; air tools, torque tools, by Cleco de Mexico, S. A. (affiliate of the Houston Reed Roller Bit Co.); street sweepers, dump trucks, etc., by Jamex, S. A., using technical assistance of a U.S. firm; grinding and abrasive wheels, pastes and adhesives by American Buff Co. de Mexico, S.A. (under patents of parent company of same name in Chicago).

Permits to import diesel engines to be granted only to firms that have indicated intention to manufacture them in country. U.S. firms interested in manufacture of diesel engines in Mexico were to have informed the Secretariat of Industry and Commerce by Dec. 17; must present by Feb. 2, 1965 their plans to manufacture minimum of 60% of direct cost of the engine.

NETHERLANDS—American Metal Climax Inc., of New York City will build factory near Rotterdam to manufacture molybdenum products.

N.V. Aime-Lavino, joint-subsidiary of E.J. Lavino & Co. of Philadelphia and Algemene Industriele Mineraalen Ertsmaatschappij A.I.M.E.-Amsterdam, has begun production of manganese oxide in its new Amsterdam plant. Most of first year's 1,000-ton output is earmarked for export.

January-September imports from U.S. totaled $570 million, a 27% increase over like period of 1963. U.S. market share was 10.9%, compared to 10.4% in the first 9 months of 1963.

SOUTH AFRICA—Retail automobile sales during first nine months reach record total of 106,000, 37% above previous nine-month high set in 1963. Record confirms industry expectations for 135,000 auto-sale year. Ford and General Motors retain leadership in passenger car field with 28 and 26% of market, respectively.

THAILAND—Mechanical Engineering Co., Ltd. (local representative for International Harvester), will establish a local assembly plant for imported, already knocked-down IH trucks and tractors. Project is to be financed by Mechanical with an $800,000 loan from IH. Construction will begin soon.

VENEZUELA—First galvanized sheet metal plant, the $1.3 million joint Venezuelan-Japanese *Lamigal S.R.L.*, began operation last month in Valencia. The plant, with sheet imported from Japan, has an annual capacity of 24,000 tons, or over 95% of the domestic demand for the commonly used sizes of galvanized sheet. Actual rolling of sheet will begin in 4 to 7 years.

Due to a domestic supply shortage, the Government has authorized import of 2,500 refrigerators during December.

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the cover

It's Christmas-time around the world and the world appropriately is reflected in the Christmas ornaments which decorate the cover of this Yuletide issue of INTERNATIONAL COMMERCE. Of all the holidays observed in all the nations around the globe, Christmas perhaps could be called the most truly international. In terms of world trade, it certainly is the biggest. A series of articles beginning on page 2 tells how and why. Merry Christmas reading.

International Commerce

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December 21, 1964 Volume 70, Number 51

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Hodges resigns; John Connor designated

President Johnson announced the resignation of Luther H. Hodges as Secretary of Commerce, and his nomination of John T. Connor of New Jersey as the new Secretary last Wednesday (Dec. 16).

The President said, in part:

"Secretary Hodges is a distinguished American who has served his State and his Nation and has in his entire lifetime given to the American people the best that is in him always for the benefit of his beloved country. His stewardship of the Commerce Department was both progressive and prudent.

"I have accepted Secretary Hodges resignation with deep regret because he is not only a good and wise American but he is my long-time trusted personal friend, but the American system that produced a Luther Hodges has within its gifts the capacity to produce a man to take his place.

"I have elected to ask the Senate to give their advice and consent to my nomination of John T. Connor of New Jersey to be Secretary of Commerce.

"I truly believe that John Connor is an authentic example of what the American educational and free enterprise system can create. Until yesterday, he was the President of Merck & Company, one of the Nation's leading pharmaceutical firms. He was on the Board of Directors of General Motors and General Foods, and other leading boards. He is a leader on the Committee for Economic Development and the Business Advisory Council."

Mr. Connor, in a brief statement to the press said, in part:

"This is quite a challenge to me and to my family. We accept the honor and certainly dedicate ourselves to the present job that has to be done. Secretary Hodges, as the President says, has performed great service for his country and has taken great strides in bringing the Department of Commerce and its work into the modern era. I hope to be able to carry on that work.

The Secretary and I have had some discussions this morning. He has brought me up to date on some of the problems and some of the opportunities. We will continue these discussions and I know that I will have not only his full cooperation, but the President's cooperation in handling this job."

AROUND THE WORLD

Christmas is the climax

No other holidays affect global trade so much as those which come with Yuletide

EDITOR'S NOTE—For many years this magazine has virtually ignored the Christmas season in its weekly presentation of international market news. But the magazine is written by people for people. And the Christmas season is important to people. If the people are manufacturers, sales engineers, executives, Christmas has an added significance, for many of them spend a good part of the year preparing merchandise for Christmas buyers. This year, each member of the staff has prepared an article on Christmas activities as related to the international scene. While it is one way of saying to our readers "Merry Christmas," we hope also that it may cause some to take a closer look at the world Christmas market. It is a gigantic market that your own products might profitably enter.—The Managing Editor.

By MARGARET HANSON
Staff Writer

Around the world, in scores of nations, Christmas is being celebrated.

Not everywhere at quite the same time nor in the same way, but over the globe, more widely than any other holiday, this merry festival is observed.

For months, now, at home and abroad, factories have been producing; machines have been packaging; ships, planes, trucks, trains have been transporting—for the holiday season. For weeks, merchants have been decorating, children have been anticipating, housewives have been baking, consumers have been buying—for the holiday season.

Millions of people, here and overseas, have been preparing for the many traditions: Candlelight ceremonies, the giving of gifts, singing of carols, feasting, and trimming the Christmas tree.

For some, as in the Netherlands where children delight in St. Nicholas Day, Dec. 6 is the beginning. For some, Christmas Eve on Dec. 24 is the height of the celebration and for others, Christmas Day itself. Many carry festivities through Jan. 6 and even later.

Throughout the variety of traditions, however, both religious and merry making, runs a message common to all—good will.

Some of the customs and ceremonies associated with the season had their beginnings long before the Christian era. The winter solstice, when the sun's rays begin to strengthen and the days to lengthen, had long been celebrated by feasting, gift giving, and the burning of candles. This ancient festival was given new meaning as Dec. 25 came to be more and more widely observed as the birthday of Jesus.

The word Christmas comes from medieval England, where the festival of the birth of Jesus was called Christes Masse—Christ's Mass—which eventually came to be spelled as we use it today.

Merrie Old England of the 16th and 17th centuries celebrated with pomp and ceremony from the middle of December through Twelfth Day, Jan. 6. Wassailing, feasting, singing, the merrymakers brought in the Yule log on Christmas Eve and the boar's head at the Christmas banquet. Martin Luther is sometimes credited with introducing the Christmas tree in Germany; German-born Prince Albert set one up in Windsor Castle after his marriage to Queen Victoria.

St. Lucia's Day

The boar's head tradition survives in Scandinavia in the cakes or loaves of bread baked in the shape of a boar. Yuletide begins in Sweden on Dec. 13, St. Lucia's Day, with caroling from door to door. On Christmas morning, before the family goes to church, a daughter of the house, dressed as St. Lucia—on her head a wreath encircled with lighted candles—carries a tray of coffee and special Lucia cakes to each bedroom.

Probably nowhere is the Christmas tree

IN SWEDEN on Christmas morning a daughter of the house, dressed as St. Lucia—robed in white and wearing wreath of leaves with lighted candles—takes gifts, rolls and coffee to each member of family.

more a part of the family celebration than in Germany. Virtually every home has one—sometimes two—dressed in shiny tinsel, bright-colored balls, and fruit, heart, star, or animal-shaped cookies. It has been said that the first Christmas trees in America were put up by homesick Hessian soldiers fighting here in the Revolution.

After the summer holidays, the German hausfrau begins preparations for the Christmas season, making not only gifts but special delectable goodies such as marzipan, pfeffernusse, lebkuchen, and stollen—all of which now may be found in bakeries in the United States.

Kriss Kringle (*from Christkind*) brings the children gifts.

A little town in France, Aubagne, has been called the capital of the world for *santons* (little saints) which are small painted clay figures representing not only Biblical characters but people in everyday life, such as the butcher, the baker. These figures are used in some regions in the making of crèches (mangers).

On Christmas Eve, organs, bells, carillons of beautifully lighted French cathedrals and churches send forth joyful tunes. The children look for Père Noël to come down the chimney with presents.

Flowers, not evergreens

Evergreens are not widely used as a Christmas decoration in Italy, but flowers fill both home and church. The season lasts from eight days before Christmas through Twelfth Night. A rigid fast is observed for 24 hours before an elaborate Christmas Eve feast. Christmas is centered around the *presepio* or manger scene which families set up, and around which candles are lighted on Christmas Eve. The large-scale exchange of gifts takes place on Jan. 6, when a lady gift bringer, the Befana, comes.

In Spain, Christmas ceremonies begin early in December with the *nacimientos* —the nativity scene—in every home. Street vendors sell clay, wood, and cardboard figures and each family works to make its nativity scene as beautiful as possible.

The various regions of Yugoslavia have their own customs. Some spread the Christmas table with straw, to represent the manger. Roast pig is a favorite Christmas dinner meat.

Polish friends exchange wafers instead of gifts, and "star boys" roam the countryside portraying the wise men of the East and the drama of the nativity.

Grandfather Frost comes to the children of the Soviet Union, but he comes on New Year's Eve. Arrival of the New Year is celebrated with feasting and merriment. Brightly decorated trees add sparkle to the festivities.

In Latin America

South of our border, in Latin America, Christmas is primarily a religious holiday ushered in with midnight Mass on Dec. 24. Posadas—nine-day religious-social celebrations commemorating the journey of Joseph and Mary from Nazareth to Bethlehem—are familiar throughout Mexico. The streets become more colorful than ever as Christmas wares, made by families in the villages, are brought to the cities to be sold in market stalls.

The piñata

For the children, Christmas is not Christmas without the piñata—a gaily decorated papier maché ball or animal filled with fruits, nuts, and favors—suspended from a patio ceiling. High point of the celebration is for the children, often blindfolded, to take turns hitting the ball with a stick until it bursts.

For most of South America, Christmas time comes in the hottest summer. Through European and American influence, however, much cotton snow, and figures of the jolly Santa on his reindeer-drawn sled, are seen. Holly, which does not grow in tropical America, is a common decoration.

Those who can afford it eat stuffed turkey for Christmas dinner, with the favored chestnut stuffing made with nuts imported from Europe or the United States.

Japanese lanterns

Many of the customs in the Far East were introduced by missionaries from the West; but Christmas is celebrated by both Christians and non-Christians, through gift giving and good times.

Christmas trees decorate Japanese department stores and Christmas sales are not uncommon. Carolers, carrying red Japanese lanterns, sing such hymns as

STREET SINGERS carry a special glockenspiel in Obendorf, Austria (the village where "Silent Night, Holy Night" was written and first sung), as they go caroling through their Alpine village.

CHRISTMAS MARKET in Mexico displays colorful piñatas; above, figurines for sale. Photos, PAA

"Joy to the World," and "Holy Night," in Japanese.

The coming of the festive season brings the shooting of firecrackers in some parts of the Philippines. Most of the Christmas customs are of a religious character, however, and on Dec. 16 the first of a novena of Masses—the Misa de Gallo (Mass of the rooster, because it starts so early)—is sung. At night, children parade in the streets with lighted paper lanterns which they have made.

In India, evergreen trees may be obtained in the mountain areas, but on the plains one might see them made of straw, mud and twigs, with candles on the branches.

Centuries old

Turning to Africa one finds the Christmas observance, centering around the church, with deep roots in Ethiopia. There the Coptic Church observes Christmas not on Dec. 25 but on Jan. 7. Many of the church buildings are centuries old.

In Ghana, the festival is much newer. Flowers and palm branches are used for decoration. Feasting and dancing, often in colorful costumes, fill Christmas Day after morning services.

Mission schools in Liberia may use a tall palm oil tree, decorated with red bells. Dinner is likely to be out of doors on the grass, followed by games and fireworks.

A summer holiday in South Africa, Christmas nevertheless brings sparkling trees to city squares and hanging stockings for Father Christmas to fill.

Bethlehem

The Church of the Nativity in Bethlehem, where Christianity originated, is visited each Yuletide by thousands of pilgrims, representing many faiths. Christmas is observed on three different dates: Dec. 25, Jan. 6 and Jan. 18. Back and forth through the town pass processions of worshipers, holding candles and singing, as they visit places familiar in Christian history.

So it goes. From the Holy Land's processions to the South Sea Islands where the carols have a Polynesian beat, Christmas is celebrated all around the world. But how it's done depends on where you are.

Soon, both here and abroad, the artisans will be creating, the factories producing, machines packaging, vehicles transporting—for the 1965 holiday season.

Feliz Navidad.

Fröhliche Weihnachten.

Mele Kalikimaka.

Merry Christmas.

AMERICAN-MADE MONKEY IN PARIS captivates housewife at Galeries Lafayette department store. (Photo by Actualités Mondial, courtesy *France Actuelle.*)

HO-HO-HO, MY ACHING SHIN!

Make-believe is for real

Christmas 365 days a year is goal of U.S. exporters of toys, games, dolls

By STANLEY LICHTENSTEIN

Staff Writer

Another department-store Santa won his Purple Heart the other day by having his left shin bloodied in the line of duty. The hard-kicking five-year-old who did it said:

"That's so you won't forget my electric trains *this* year."

Yes, life is real, life is earnest—and nowhere more real or earnest than where toys are concerned. Conceiving, designing, making and marketing them is one of those ulcer-producing occupations which creative geniuses cannot resist. As in the other arts, they constitute an international fraternity.

For richer, for poorer, in sickness and in health, toy makers and toy sellers accept their destined roles in an industry which sees 2,000 products introduced each year. Of the 2,000, old hands say, 200 reach the market, 20 make money, and only two survive for as long as five years.

Increasingly in all countries which celebrate Christmas, the year-end holidays are for toy manufacturers a snowy peak towards which one begins climbing January 1.

As the tree grows

An allied activity is the annual search for Rockefeller Plaza's Christmas tree. This year's tree—60 feet high and 36 feet wide, far from a record-breaker but "nearly perfect in fullness and symmetry" —was found, as usual, after months of searching in widely scattered forests. Nevertheless, the *New York Times* reports that 1964 was a good year—"the tree was found in July." That's the way it is in the toy industry, too. Lengthy preparations are made for brief moments of beauty and joy; failure is apt to be rewarded with a kick in the shins.

"The industry traditionally is known as one plagued by seasonal peaks and declines, primarily because of huge pre-Christmas shipments and post-season slack," observed the U.S. Commerce Department's Business and Defense Services Administration in a 1964 outlook report issued at the beginning of the year. "Many major producers are now planning a direct attack on this seasonality by launching a year-round advertising and marketing campaign. By this means, and particularly through nationwide TV coverage, they hope to compete with other industries for a larger and more constant share of the consumer dollar. Design and marketing research have dovetailed with progressive advertising to produce a 32% increase in shipments during the last 6 years."

Total war on Scrooge

People in the trade aim to keep the kids—if not their parents—happy by making Christmas an every-day, year-round affair, so to speak. Woe to any Scrooge who tries to stop them!

The market is international. Cowboys and Indians, and a lot of other things, spell "Uncle Sam" to children the world over. In growing numbers in many pros-

pering countries, they are able to add distinctively American items to their collections of toys, games, dolls and novelties.

For 1964, the estimated value of the industry's export shipments is $21 million out of a total estimated $1.2 billion value for all its shipments. Projections for 1965 look to a $2 million rise in the export figure and a $66 million rise in the total figure.

American toys are winning worldwide acceptance by appealing to the increasingly sophisticated tastes of overseas customers looking for "something special, something not sold over every counter," says H. E. Baer, president of the Kraemer Mercantile Corp. of New York. Sales representative and marketing adviser to various U.S. toy manufacturers, this company advocates "taking our products into foreign markets for our customers to see and feel."

Suiting the action to the word, Kraemer Mercantile—joined by Amsco Industries, Buddy L Corp., Uneeda Doll Co., Transogram Co., the Testor Corp., Sifo Toys, Barry Toycraft (Tal-Cap, Inc.) and others—participates regularly in overseas fairs and U.S. Trade Center shows.

Baer calls for intensified application of American ingenuity and sales skills to overcome trade barriers including lopsided ocean freight rates from the United States and duties imposed by the Common Market (European Economic Community), the Outer Seven (European Free Trade Association) and the British Commonwealth Preference Area.

'E' winners

Citations for export excellence awarded last year to two California firms give some idea of what it takes for U.S. toy makers to "win big" in faraway markets:

► "The L. M. Cox Manufacturing Co. has achieved a prominent record in the development of overseas markets in 47 countries through an imaginative program of producing and selling its gas-powered model airplanes, automobiles and boats that has greatly enhanced the reputation of the United States in the toy and hobby field. The firm's extensive program of trade fair participation, multilingual advertising and cooperation with overseas dealers has increased sales abroad until they represent 15-20% of total volume. This record constitutes a valuable contribution to the export expansion program of the United States both in dollar earnings and 'Made in U.S.A.' prestige."

► "Through a sustained and diligent export program, Revell, Inc., has successfully introduced its products (plastic hobby kits and toys) into 60 countries, including the highly competitive West German and Japanese markets. Conception of a long-range marketing plan, with careful attention to such details as colloquial-language translations of promotional material, has enabled the company to steadily expand its export sales. The company's ability to acquire and hold a place for products of educational value in world markets has substantially contributed to the export expansion program of the United States Government."

GREAT BIG BEAUTIFUL DOLL on left is Barbie, wearing one ensemble from her world-famous $136 wardrobe—"Sophisticated Lady" gown, silver tiara, white gloves, pearls and evening slippers.

Nothing to wear?

Although toys are made, not born, they resemble pets in many ways. Sold to boys made of snips and snails and puppy-dog tails, and to girls made of sugar and spice and all things nice, the toys, dolls and games themselves are made of everything under the sun and are great consumers in their own right. Merely to outfit Barbie with her $136 wardrobe, the world-renowned doll's maker, Mattel, Inc., had to become "the biggest clothing manufacturer in number of outfits made"—not to mention the more than 150,000 lbs. of Saran filament that go into her hair. Mattel Fashions, Inc., was expressly created as a wholly owned subsidiary to design and sell clothes made for Barbie by 10 Mattel-licensed manufacturers.

Steel, paper, chemicals, plastics, wood and rubber are only a few of the industries whose goods are voraciously consumed by toys. The mid-March 23rd St. (New York City) Christmas preview show featured about 200,000 toys amid indications that other industries would cash in with related sales like these: more than $300 million worth of polyethylene, polystyrene, vinyl and other plastics; $120 million worth of cartons, paper dolls, business forms and other paper products; $60 million worth of steel products; $50 million worth of textiles; and $40 million for assorted items like lumber, zinc, musical movements and electric motors.

Competition

Markets for these commodities as well as for the toys themselves are highly competitive. Japan, for instance, supplies millions of tiny tires for U.S.-made midget racers and Tootsietoys. In France, a heavy toy importer, the 1963 ranking of foreign suppliers was Germany first, followed by Italy, Great Britain, the United States and Japan; in 1964, Japan moved into second place. The United Kingdom imports toys from Hong Kong first, Japan second, and Germany third. Germany, in turn, buys almost twice as

VARIED EXHIBIT of Kraemer Mercantile Corp. at U.S. Trade Center in London featured toys by Amsco, Testor, Buddy L, Multiple, Pressman and Knickerbocker.

many toys from Britain as it sells there.

For the United States, the 1964-65 import-export picture is: 1964 imports—close to $81 million (estimated value of shipments), compared to $21 million worth of exports; 1965 imports—some $99 million worth are projected, compared to an expected $23 million worth of exports.

Seen in perspective, these figures suggest that America has moved up impressively in toy manufacturing and exporting. A century ago, this country was almost entirely dependent on imports for its toys. Today, the U.S. industry is on its way to becoming a $2 billion enterprise, with more than 1,500 manufacturers and a rising market abroad.

Methods of cultivating this market were discussed a couple of months ago by an export specialists' panel meeting under the aegis of the Toy Manufacturers of the U.S.A.

Help from embassies

As reported in the Nov. 1 *Toys and Novelties*, Max Morgan, of Max Morgan Associates, urged toy salesmen on overseas beats to get help from U.S. embassies and consulates:

"Commercial attachés in foreign countries provide a great deal of assistance to American salesmen, including making appointments and even arranging for interpreters, Morgan said.

"In addition, he urged manufacturers to subscribe to a service by the Department of Commerce called Trade Contact Survey. By using the manufacturer's catalog and price lists the Department's representatives will survey any given country to determine how much interest, if any, there is for the manufacturer's line.

"This service, which Morgan said he found invaluable in planning a sales trip, costs $50 per country."

Another panelist was Joseph Ludemann of the Commerce Department's New York field office, who outlined Department services starting at $1, including: trade lists, showing dealers in specific products in each country; thumbnail credit reports on various firms; cable credit reports; foreign visitor announcements, to help salesmen contact prospects in another country; and a free-sample service at several embassies, where manufacturers can set up a display of their products.

"The Department," *Toys and Novelties* adds, "will also help manufacturers and licensees in a country where import duties may be prohibitive and will also provide assistance in contacting contractors or distributors.

"And finally, Ludemann said, the Department has a complaint service 'if you get in trouble or if there is a problem such as non-payment.' "

Tradesmen at the seminar were urged to be ingenious in at least four languages —English, French, German and Spanish —so that instructional and advertising materials will be usable in major markets.

The kind of ingenuity needed is exemplified by the techniques of "E" winners Revell and Cox.

In Tokyo, Revell Kabushiki Kaisha flourishes because the parent American firm moved quickly into the Japanese market with the liberalization of toy imports at the end of 1960. With other subsidiaries in England and West Germany, and ardent hobbyists organized by the company into an International Master Modelers Club serviced by the magazine, *Modelers World*, Revell's customers and "fans" are found in Europe, Latin America, Canada, Australia and New Zealand, Africa, and the Near, Middle and Far East. When trade restrictions make it necessary, Revell products are classified as "educational materials" rather than toys—and, indeed, the company supplies model kits free of charge to schools in underdeveloped nations.

The L. M. Cox empire is built upon its customers' soaring enthusiasm for ready-to-operate gas-powered model airplanes, automobiles and boats. Cox model engines win world championships and the firm, in addition to publishing instructions in seven languages, supplies glossy photographs, layouts and newspaper mats to distributors in at least 20 countries.

Similar techniques have been used by Mattel, Inc., to build up its Barbie into the world's most idolized doll, venerated by a fan club which sends her hundreds of letters every week. This is in the best tradition of dolldom, since the word "doll" is a shortened form of the Greek word, *eidolon*, for "idol."

Final proof that Barbie has what it takes is the fact that in the past year the Barbie cult has replaced the Blabby cult in the department-store world of France (see " 'Blabby' Conquers France," INTERNATIONAL COMMERCE, Jan. 6, 1964, pp. 6-7). The same phenomenon is reported by the president of Nordiska Kompaniet, Stockholm's largest department store, where Barbie shares best-seller honors with American blue jeans and girdles.

The moral of this Christmas tale is this: *If your business is child's play, go at it in dead earnest and your products will VRROOM around the world.*

Toydom, U.S.A.

The industry includes toys and games, doll carriages and doll carts, dolls and stuffed toy animals, and children's vehicles other than bicycles.

Striking changes have occurred in the last decade in this traditionally family-founded business. The value of shipments in 1954 amounted to $532.3 million, advanced to $683.9 million in 1958, and to $959.7 million in 1962, an annual growth rate for the 1954-62 period of 7.6%.

In 1958, over 90% of the industry was engaged solely in producing primary products, and the industry accounted for 90% of the shipments of such products. There were 1,397 plants. Only 11% employed more than 100 persons, and 79% had fewer than 50 workers.

Today, toys are turned out by more than 1,500 manufacturers. Family firms have grown large with the industry, but public ownership has become more widespread.

Prominent producers from other fields have added toy manufacturing to their operations and more diversified ownership within the industry is anticipated.

BY THE BILLIONS

Seasons greetings...again

U.S. Christmas card originator began industry as exporter—a reverse twist!

By JOYCE S. FIELD
Staff Writer

"Merry Christmas and a Happy New Year," symbolic greeting of the season, this year is being sent on about three billion cards in the United States alone! By 1970, the greeting card market is expected to top the $1 billion mark. This is a phenomenal growth considering the fact that 25 years ago total sales were only $80 million.

Indications are that more and more export markets are also opening up. Requests for U.S. greeting cards have come from Switzerland, Pakistan, South Africa, Ireland, England, Australia, New Zealand, Germany, France, Canada and Central and South America.

Pioneer exporter

The export of U.S. Christmas cards is not a Johnny-come-lately. Back in 1874, the father of the American Christmas card, Louis Prang, began that industry as an exporter—a reverse twist! Usually, industry tries to make its mark domestically before reaching for export markets.

Who was Louis Prang? In a Horatio Alger era, he could have been an Alger hero. Emigrating from Germany after the revolution of 1848, he arrived penniless in New York. There he worked as a wood engraver and leather goods finisher. By 1856, he had amassed $300 and with this sum he established a small lithography business in Boston.

By dint of hard work, imagination and technical skill he was able to perfect the lithographic process of multicolor printing. His reproductions of oil paintings were said to be so fine that they could not be distinguished from the originals except by experts. News of his expert craftsmanship spread and he began receiving orders from England for his reproductions of paintings and his so-called "album cards."

New industry

Christmas cards were already in vogue in England and a bright young secretary in Prang's London office offered a highly profitable suggestion. "Why not add the words 'Merry Christmas' on the album cards in the space reserved for signatures?" A perceptive employer, Prang accepted the suggestion. A new and heartwarming industry was born.

His success in England in 1874 led him to present a complete line of Christmas cards the following year to the U.S. public. He found an eager response. By 1881, Prang was printing five million Christmas cards a year and they formed the major part of his business. Today his cards are famous among collectors because of their appealing art work and painstaking craftsmanship. Unfortunately, cheap imitations of his work flooded the market and curtailed his production.

Contemporary process

It was not until the 1930's when offset printing was adopted that the quality of Prang's cards could be recaptured at low cost. This, coupled with the rapidly increasing variety of pleasing designs, brought about a virtual renaissance in the production of Christmas cards.

Today, lithography accounts for more

THE JOLLY OLD MAN with the whiskers hasn't changed his costume but his hobbies include more than just sliding down chimneys, according to card designers showing him as cook, musician.

MORE THAN EVER BEFORE, the public wants Christmas cards with religious themes, U.S. cardmakers say. A sampling of those on the market this year shows how artists' approaches vary.

THIS QUAINT GREETING, designed by John Calcott Horsley of London in 1843, is believed to be the world's first Christmas card. The world did not receive it with total enthusiasm, however. Some persons said the center panel showed entirely too much conviviality. The criticism was offset to a degree because of the side panels that showed such charitable acts as feeding the hungry and clothing the poor.

SILK FRINGE SENT THEM into swivets when they went shopping for Christmas cards in the 1880's and came upon these items from Louis Prang.

than 75% of greeting card production. Letter-press, silk screening and engraving are also employed. Despite mechanical processes, many hand operations are still needed to embellish the cards.

There are some 300 firms producing greeting cards. Of these, 60 account for 85% of total sales, according to the Greeting Card Association. The five giants of the industry—Hallmark, American Greetings, Gibson Art, Rust Craft and Norcross—actually produce 60% of the cards sold.

How can the smaller companies compete with these giants? According to Doris De Huff, writing in the Famous Artists Magazine, "Retailers are always looking for the unusual and limited editions that are different, for something their competitors don't have."

All these firms, large and small, are discovering new and unusual sales outlets. Until a decade ago, Barron's reports, most greeting cards were sold in stationery stores and gift and book shops. Now they are popular sales items in drug, variety and department stores. American Greetings were the first to display their cards in supermarkets, discount houses and college shops.

Overseas markets

The lure of overseas markets has proved profitable to greeting card manufacturers.

Gibson Art has hurdled the language barrier by printing cards in the language of the countries to which it is exporting in Central and South America. It also has licensees operating in England, Australia and New Zealand.

Rust Craft has extended its export operations to Mexico, Canada, the United Kingdom, Germany and France.

American Greetings Corporation recently reported an increase of 50% in sales in Canada. Its licensees are now operating in most of the world's substantial markets.

But export opportunities are not limited to the big five.

Reports from U.S. foreign service posts are transmitted to BDSA's Printing and Publishing Industries Division of the Department of Commerce and in turn forwarded to all greeting card manufacturers.

Leads for U.S. greeting card publishers also appear in INTERNATIONAL COMMERCE.

Designs change

Cards which are shipped overseas today bear little resemblance to those Louis Prang introduced and exported almost 90 years ago.

Prang's initial creations featured Killarney roses, birds, sprays of apple blossoms, daisies and other illustrations having little to do with the Christmas scene. But as time passed and production soared, his Yuletide greetings began to carry snow scenes, fir trees, glowing fireplaces and children cavorting with their Christmas toys. Often the cards were trimmed with silk fringe.

Retail prices for Prang's product ranged from 25 cents to $3. The modern counterpart sells for much less—and designs have come a long way from silk fringe and fir trees.

Margot Seidenberg, writing about Christmas cards in a July issue of Graphics, says the industry today "is providing ever wider scope for imaginative work by the applied artist" and is commissioning artists to design more and more striking cards.

To illustrate her point, the Graphics editors reprinted designs showing a montage of violins, an angel in a headwind and Santa Claus with his head in an elephant's mouth. Artists whose work was reprinted came from all parts of the world.

No matter what you mix or how, recipe for wassail bowl makes a brisk bit of world trade, too

U.S. exports of liquor, wine and beer are only a fraction of total output, but some are trying to boost sales abroad

By JAMES ROURKE
Staff Writer

Depending on the occasion and the point of view, there are dozens of ways to say it.

In Japanese—kampai.
In Swedish—skol.
In Swahili—tujiburudishe.
In gallons—195,863,564.
In bottles—1.7 billion-plus.
In dollars—$990 million.

Each in its special way is comment on that international pastime, the toast, which has roots in the forgotten past and refinements reaching the level of formal ceremony.

'Tis the season

As a divertissement, the toast varies with seasons and nations. As an event of the season now so rapidly approaching—Christmas and New Year's—it will be enacted in one of its more universally recognized forms, the rally 'round the wassail bowl.

Historians of varying degrees of reliability have investigated wassail as a piece of crockery, a drink, a social interlude and a combination of all three. They conclude that, in any and all of its forms, it has come a long way since the Old Norse and the Old English invented it.

Originally it was "ves heill" and "waes haeil," simple salutations meaning, "Stay healthy." Then tradition set in.

According to one historian, "The tradition originated with the 5th Century Saxon princess, Regina, when she bore a wine-filled gold cup to King Vortigern with the greeting, 'Waes hael'—'Be of good health.'

"The single cup went around the table and the salutation soon became a familiar one with the Saxon people.

The recipe

"By the 12th Century, 'waes hael' not only applied to greetings but became the name for a formidable Christmas-time concoction that made up this cup of good cheer—the wassail bowl.

"Made of wine, spiced ale, roasted apples, eggs, sugar and assorted spices, the drink was carried in a mammoth bowl from door to door so that everyone in the village could partake of the delicacy."

As a climax, this historian notes, the Saxons sloshed the stuff into their apple trees to appease their gods.

One sees little of this sort of activity in the middle of the 20th Century. And one rarely finds an apple or an egg in a cocktail glass at a Yuletide party. The vestiges of "ves heill" remain, however, and the industries concerned with them—whether the recipe calls for beer, brandy or bourbon—deal in quantities that would keep Princess Regina trotting around with her gold cup indefinitely.

In and out

Last year, according to the Commerce Department's Business and Defense Services Administration, the U.S. distilled liquor industry produced $775 million worth and imported another $215 million worth, for a total of $990 million.

Production this year is up about .6% and imports are up about 2.3%, according to this particular BDSA report, which does not cover brandy, beer, ale, porter and stout.

The Distilled Spirits Institute, reporting more or less with a shot glass, says the industry produced 150,049,749 tax gallons of whisky, brandy, rum, gin, vodka and spirits last year and imported 45,813,815 tax gallons, for a total of 195,863,564.

This is not the whole wassail bowl, however. The Institute said 869,996,295 gallons of these refreshments were in bonded storage at the year's end.

According to the Institute, the industry last year used 1,770,952,795 bottles to contain some of this sea of cheer. The figure was obtained by counting the number of U.S. tax stamps, including importers' stamps, used in bottling. Container sizes ranged from less than half a pint to three gallons. Federal, state and local taxes took $3.5 billion, the Institute said.

Exports rise, but . . .

Exports of U.S.-made liquor rose almost 12% last year and apparently will be up another 11% this year. Even so, exports are a tiny fraction of total production and are far below imports.

The same is true of the malt liquor industry, which BDSA says will produce about 100 million barrels of beer, ale, porter and stout this year. Production is expected to total about $2.5 billion, exports about $1.1 million and imports about $20 million.

The distilled liquor industry is expected to produce about $780 million worth this year, export $6.4 million and import $220 million.

In an effort to boost exports, the Institute is alerting its distiller-members to "America Week" promotions of U.S. goods in European department stores and to foreign trade fairs which might hold possibilities for them.

As of Nov. 1, latest date for which figures are available, the U.S. distilled liquor industry had exported more than 1.6 million gallons to 97 countries, colonies, possessions and protectorates. Slightly more than half of this was whisky. The rest was classified as "other distilled liquors," meaning brandy, gin, rum, cordials, liquers and spirits.

The customers

So far, Canada has been the industry's best customer, taking almost 531,000 gallons of whisky and 357,000 gallons of "other distilled liquors" this year.

However, an Institute spokesman said, "Shipments to Canada, while apparently substantial, are usually for use for blending purposes by Canadian distillers. Hence, true retail sales in Canada are negligible at best."

After Canada—and listed according to total purchases from the industry—other good customers are Belgium and Luxembourg (77,529 gallons); The Netherlands (74,045 gallons); the Bahamas (69,459 gallons); Finland (66,376 gallons); United Kingdom (63,936 gallons); Sweden (55,925 gallons); Netherlands Antilles-Curacao (55,426 gallons); Federal Republic of Germany (44,389 gallons) and Bermuda (21,318 gallons).

If the customers are ranked only according to their purchases of whisky, the list changes. In order, after Canada, are the Federal Republic of Germany (38,907 gallons); United Kingdom (34,541 gallons); Belgium-Luxembourg (30,194 gallons); The Netherlands (19,460 gallons); France (18,141 gallons); Italy

(15,207 gallons); the Bahamas (13,190 gallons); Nansei and Nanpo Islands (12,596 gallons) and Republic of Panama (10,042 gallons).

There are exports in even smaller quantities. As of Nov. 1, the industry had shipped 82 gallons of whisky each to Togo and French Somaliland, 60 gallons to the Ivory Coast and 20 gallons to French Guiana.

Coming in

As of Oct. 1, the industry had imported these potables:

Whisky—28.8 million gallons, almost two-thirds of it from the United Kingdom and most of the rest from Canada, with dribbles from Belgium, Ireland, Japan and Panama.

Gin—1.6 million gallons, almost all of it from the United Kingdom, with a few slugs from the Federal Republic of Germany, Ireland, The Netherlands and Canada.

Rum—405,000 gallons, more than half of it from Mexico and most of the rest from Jamaica, with some from British Guiana, Brazil, the French West Indies and Barbados.

Brandy—1.2 million gallons, almost two-thirds of it from France. Italy, Portugal and Spain sent most of the rest, although there were respectable snifters from the Federal Republic of Germany, Israel and Yugoslavia.

Cordials and liqueurs—832,198 gallons, with the United Kingdom supplying about 25%. France sent a little less than that, and Italy sent a little less than France. Other major suppliers were Mexico, Denmark, Greece, Jamaica and Canada.

Wine, too

U.S. winemakers last year placed 161,513,000 gallons of their products in the nation's distribution channels. Importers brought in another 14,368,474, mostly from France, Italy, Spain and the Federal Republic of Germany.

France sent the most table wines and sparkling wines, Italy was the leader in vermouth and Spain supplied the most dessert wine.

In the first seven months of this year, latest period for which complete statistics are available, wine imports were valued at $29.4 million. About half of this was table wine—or, more formally, still wine produced from grapes and with an alcohol content of less than 14%.

The total also included about $6.9 million of vermouth, $4.1 million of champagne and other sparkling wines and $2.4 million of sherry.

AN ANCIENT CUSTOM

Housewives depend on more than 30 imported spices today when preparing the Christmas meals

20-year trend in the U.S. is upward in both imports and exports of spices as Americans develop taste for exotic foods and make improvements on old favorites

By FREDERIC S. OTIS
Managing Editor

Almost as important as the sharing of gifts in worldwide holiday festivities, is the Christmas dinner. And the success of the dinner depends in great part upon the proper use of spices.

Once one of the principal items of international trade, the sale of spices still demands the attention of world traders, although the relative importance is somewhat diminished. The trend in the U.S. economy since the close of hostilities in 1945 has been an upward one in both consumer demand and purchasing power.

In recent times the increase of international trade has recreated the vogue for foods seasoned with spices. World War II provided an especially keen incitement; hundreds of thousands of American soldiers brought home from the war a taste for Oriental and Mediterranean foods. For example, between 1948 and 1956 the sale of oregano in the United States increased 6000 per cent. This was primarily the effect of an extraordinary new demand for pizza and other Italian specialties.

100 combinations

As evidence of this increased demand for spices, the modern supermarket carries more than 30 different spices, as compared to 11 in the prewar period. Actually, for the true gourmet, there are more than 100 exotic combinations of spices easily obtainable at most of the larger stores.

National sales of leading grinders and processors indicate that the most popular spices on the grocer's rack today are black pepper, cinnamon, paprika, garlic (salt and powder), chili powder, nutmeg, cloves, red pepper, oregano, parsley flakes and onion (salt and powder). According to Shandon D. Knape of the Food Industries division of the Business and Defense Services Administration in the Department of Commerce, 20 years ago the leading sellers were black pepper, cinnamon, nutmeg, paprika, cloves, allspice, and ginger.

Knape, who is an authority on the 50-odd spices, seeds and herbs which are consumed in the United States, reports that since the mid-1930's there has been a constant increase in the use of spices and the return to seasoned foods. Today we are using approximately $34,049,000 worth of imported spices, while we are exporting slightly over $2.2 million.

Five main suppliers

Most of the U.S. imported spices come from just five countries.

Indonesia supplies almost 90% of our cassia and mace imports, 75% of our nutmeg, and 32% of our pepper; 75% of our vanilla and cloves comes from the Malagasy Republic, and about 75% of our allspice comes from Jamaica. More than half of our pepper, cinnamon and ginger comes from India.

Available basic statistics on supplies, prices, movement, and trade in spices is fragmentary and inconsistent. The Department of Commerce has been making an effort to improve the collection and analysis of statistical and economic information on world spices with the assistance of international groups concerned with the problem of fluctuation in prices.

An ancient industry

The first known reference to spices occurs in the scriptures of the ancient Assyrians. But long before the Assyrians, men were acquainted with spices. Very likely the first experience with seasoning came when primitive men wrapped meat in leaves before cooking it on hot coals. Their purpose was to protect the meat from dirt and ashes; however, they soon

learned that certain leaves imparted a pleasant new flavor to the meat.

Later the primitive tribes inhabiting the great forests of Europe found dill, marjoram, parsley, thyme and several other herbs growing in their area. Generally speaking, however, the most important spices came from the East, specifically from India, Ceylon, Sumatra, Java and other Spice Islands.

As the Greek and Roman colonizers spread their civilizations throughout Europe, they took their knowledge of spices with them. For example, the first mustard seeds were brought to England by Roman soldiers in 50 BC. Very quickly the fierce tribes of Gaul and the Celtic outlanders learned the value of these "new" spices; and when Alaric the Visigoth subjugated Rome in 410 AD, he demanded 2,000 pounds of peppercorns as part of his price for sparing the lives of the inhabitants.

Moslems had monopoly

After the great civilization of the ancient Western world declined, the Moslems enjoyed a complete monopoly of the spice trade for several hundred years. They brought spices to the great European ports of Venice and Seville, where they were sold for an enormous profit, midst frightening tales of the dangers surrounding their origin. That a handful of cardamon was worth as much as a poor man's yearly wages only added to the mystery and romance already associated with the spice trade.

But beginning with Marco Polo more and more travelers ventured eastward and found where the centers of spice-growing and spice-trading were located. European traders organized new overland routes to the East, bringing new names back to the West—Kabul, Samarkand, Trebizond, Baghdad.

By the 17th century, the Dutch had gained complete mastery of the profitable spice trade, and they ruled the market with an iron hand. If the price of cinnamon or cloves fell too low, they burned them. They soaked their nutmeg in the milk of lime thus killing the germ and preventing it from being planted elsewhere.

Import value of top 10 spices, '63

1. Black pepper	$11,099,000
2. Vanilla	6,628,000
3. Paprika	3,125,442
4. Nutmeg	3,040,000
5. White pepper	1,378,000
6. Caroway	1,070,000
7. Pimento	886,000
8. Ginger	858,000
9. Capsicum	835,000
10. Cloves	788,000

Spices helped Yale

In the late 17th century, America benefited indirectly from the spice trade as Elihu Yale, originally a clerk for the British East India Company (which held a monopoly on all spice trade with India), eventually became governor of Madras, India and later endowed his fortune to Yale University. In the late 18th century and early 19th century Americans were directly involved in the spice trade as the clipper ships of New England began to dominate world trade. But in 1873 pirates brought the American spice trade to a complete halt.

Meanwhile the spice business, like the rest of the country was moving West. In 1835 American settlers in Texas developed chile powder by combining various ground peppers from Mexico, thus uncovering an entire new dimension of American taste. In fact Mexico had been known for its spices long before the discovery of America. Cortez found the vanilla bean there and took it back to Spain as one of his prize discoveries.

Spice cookbook

McCormick and Company, Inc., of Baltimore have been manufacturing seasonings and flavorings for many years in the United States and have published a book titled "The McCormick Spices of the World Cookbook," (McGraw-Hill, Inc.) which not only contains recipes from the simple to exotic but also has a section on the origin and use of over 96 spices. A look at this "How to Use Spices" section and you'll be able to give zest and flavor to foods that you've never experimented with before.

. . . Ground Allspice in addition to flavoring cakes, cookies and candy should also be sprinkled on sweet potatoes and squash.

. . . Whole Allspice may be used in anything from soups and stew to preserves and stewed fruit—and in poaching, boiling or steaming fish or shell fish.

. . . Basil, called "Herb of the King" by the Ancient Greeks, is widely known today as the tomato herb and may be used in most all tomato recipes.

. . . Cinnamon and East Indian pepper are perhaps the most versatile of all spices running the gamut from foods to beverages.

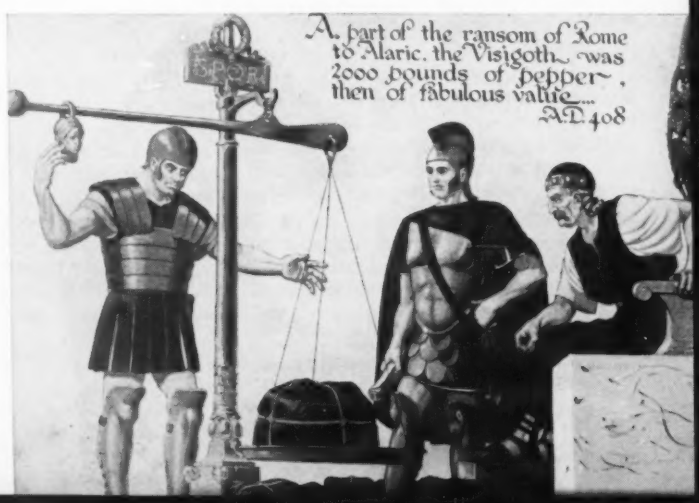
. . . Coriander, the dried fruit or seed of a plant belonging to the parsley family with a slight lemon taste has unusual uses. This Yuletide add a dash of coriander seed to your wassail bowl—it makes all the difference.

. . . Nutmeg is not only appetizing in sweet foods but brings out the flavor of meat and vegetables.

. . . Rosemary adds flavor to any flat tasting boiled fish and greatly enhances the taste of barbecued meats.

Another U.S. firm that has distributed a number of brochures on the use of spices in home cooking is the Spice Islands Company of South San Francisco. One of their better known booklets is titled "Collectors' Items—Fifty Superb Recipes from Spice Islands."

Both say that each spice tin on your shelf has an adventurous future as well as a romantic past. You'll obtain unknown heights of flavor variety through spices and herbs and you'll spice up the whole family's life!



Look under the Christmas tree and you may discover a bicycle

Some 33 million cyclists keep fit by pedaling far and wide; most imported bikes come from England; U.S. exports small

By CLARK JONES
Staff Writer

In 1945 a young State Department official named Louis J. Halle thrust himself into the self-appointed role of monitor of spring in the Washington, D.C. area.

Before sunrise during the week, and in a more leisurely way on weekends, he ambled all over the nation's capital region, observing the eternal rite of spring —the arrival of birds on their way north, the movement of sky and wind, the budding of plants and trees.

He took his daily excursions through the countryside on a bicycle, instead of in an automobile or on a motorbike.

In a book, *Spring in Washington* (Harper's, 1947), Halle talked about the advantages of a bicycle over motor-driven vehicles.

"To me the bicycle is in many ways a more satisfactory invention than the automobile. It is consonant with the independence of man because it works under his own power entirely. There is no combustion of some petroleum product from Venezuela to set the pedals going."

Untired and refreshed

He said, "Because you move under your own power, bicycling is to be compared rather to walking than to automobiling. By this standard, the ease and speed with which you encompass great distances seem miraculous. In an hour on the way to work I have covered ten or twelve miles, gone clean out of the city to look for signs of spring and come back into it untired and, in fact, refreshed for the day's work. In four or five hours of a Sunday I have covered fifty miles, visiting strange lands in Virginia or Maryland."

A lot of people today are doing much the same thing—not necessarily "monitoring" spring before the sun comes up, but pedaling a bike into strange lands, strange territories. It's fun and it's good exercise.

The Bicycle Institute of America says there are now over 33 million bicycles in the United States. And after housewives, teenagers, athletes and children finish unwrapping packages next Friday the number will be swelled by a million and a half.

This Christmas, says the Bicycle Institute, promises to be the biggest ever for family bike-giving. Standard bikes

The United States buys far more bicycles from other countries—especially from Great Britain—than it sells abroad.

Imports in 1963 totaled 1,295,505 bicycles, valued at $25.7 million, some 26,600 more than the year before. Only $14.4 million worth of the "man-powered" vehicle was imported through September of this year.

The English bicycle is the most popular of all the imported models, with over 42% of the imports (1st nine months of this year) coming from the U.K. Japan has made a steady drive in the last year and, with 18.4% of the total, has pushed Germany out of second place.

Germany, with 9.8% of the U.S. import total in January-September 1964, also fell behind Austria, who had 17.7% of the total.

People overseas who ride U.S. bicycles are found primarily in Mexico and Venezuela, followed by those in Canada, Peru and Liberia. The U.S. sold 1,800 bicycles abroad in the 1st 9 months of 1964, or $51,900 worth. This is a slight increase from the January-September 1963 total of 1,630 ($50,507).

THE EARLY DAYS of cycling saw just about anything with wheels, such as this Yankee Velocipede.

will be given, and thousands of bicycle owners around the nation will pick up a second "wheel," this one built for two.

Under many Christmas trees, children will find unicycles. The unusual "seat back"—with small wheels, elongated seats and high handlebars—is another new addition to Santa Claus' pack of toys and gifts.

The bicycle was invented in 1816 when a German game warden, Baron von Drais, brought out a primitive wheeled contraption propelled by "walking" it across the ground. Next came the "boneshaker" and the high-wheeler.

But it wasn't until the introduction, soon afterward, of the "safety" bicycle (both wheels were the same size) that the craze really began.

Some 12 million cyclists strong rolled along tree-lined parkways. On weekends they went on tours—and caused many a clergyman to go through anxious moments when church attendance began to drop off.

The bike-riding craze continued to grow and grow until finally the "Golden Age of Cycling" was reached in the Gay Nineties. The appearance of the automobile then halted the whole business, but not for too long. In the 1930's bikes became popular again. The craze is bigger than ever today, says the Institute.

Keeps you fit

Riding a bicycle is fun. It's also good exercise, says the Bicycle Institute of America.

The Institute is fond of quoting Dr. Paul Dudley White, the famous heart specialist, who says bicycling is important to good health.

"It's one of the best ways to maintain physical fitness," Dr. White has said.

Fido's fancies catch imagination of industry as pet goods multiply

Animals come into their own while manufacturers produce the new, the different, the unusual for the pet of the house

By CATHERINE FLECK

Staff Writer

Oh for a dog who lies on the floor
Contentedly chewing his bone;
And a cat who disdains collar and leash;
She prefers to travel alone.
Gone are the days for simple joys—
Christmas to pets now means stockings and toys.
The way times have changed makes one confide:
"I'd rather be in an animal's hide."

Once upon a time, a decade or two ago, children emptied their stockings on Christmas morn and usually at the bottom of the heap, would find a rubber bone for Fido, a catnip for Kitty, or a spanking-new feeder for Tweety.

Thanks now to cleverness, enterprise—and perhaps the desire for an idea off the beaten track—U.S. manufacturers are offering many products 'with your pet in mind.'

Several large department stores have set aside a counter or an entire section for the browsing or buying animal-owner.

No longer need he trek to a pet shop or supply house to pick up odds and ends which make a pet's life more comfortable.

While selecting gifts for children, spouse, friends, the shopper has only to walk across the aisle and find a little something for the 'almost human' member of the family.

Such gift items range in price from a thin $1 bill to a very thick billfold and in usefulness from the clever to the absurd.

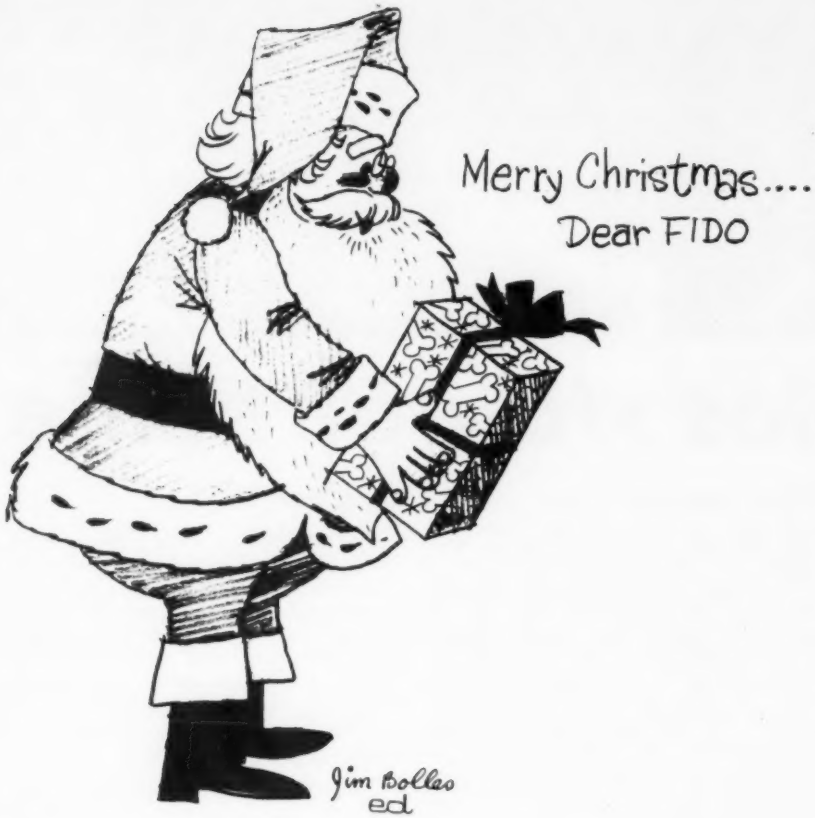
Beauty aids available

For example—a home beauty treatment for Fido includes creme shampoo (in blue, brown, white or blonde tones); creme rinse for eliminating knots and kinks; nail enamel for the well-manicured mongrel (in red, green, pink); and a variety of spray perfumes expressly made for canines.

For the master who frets because bad weather or sniffles prevent him from bathing the pet, stores now feature a dry-wash.

Now for the well-groomed animal—wallet permitting—the shopper can select from a wide variety of collars; pink and blue jeweled; gold with rhinstones; plain old leather with gold trim. Plain old leather with no trim? Not on your life!

Since toys and novelties are the funest Christmas diversions for youngsters and oldsters, manufacturers now offer a wide variety for the pet. Chew-sticks, rubber bones, steri-bones, stockings filled with rubber toys—these are only a few to choose from.



There are leashes to match collars, and in the more expensive price range, mink collars; bathrobes and pajamas for the well-dressed sleeper; sweaters of all kinds; wardrobes to match the master's; and beds to match the decor of the master's bedroom.

Eating habits improve

However, pets, like everyone else, also have to eat. While consumer statistics on purchases of luxuries, notions and toys are still rather dim, nourishment data make it clear that the days of eating scraps from the table are on the bye-and-bye.

There is no significant data on the amount of pet food exports. The Census Bureau, in its export report, has placed pet foods into a "basket category"—included with other food exports.

Officials believe, however, with such spotty data available and no breakdown into specific categories, while there may be a step-up, the amount of future sales of pet foods are uncertain at this time.

The U.S. imports horsemeat which is used by pet food manufacturers in their products. This meat is impregnated with charcoal to make it inedible for humans.

Dog biscuits also are imported but precise figures for these are uncertain. They too are in a "basket category" with imports of other biscuits for human consumption.

One of the country's largest manufacturers of pet foods, Quaker Oats International, exports what a spokesman called "an appreciable amount" of dog food. Of these exports, about 48,000 cases ($336,000) go mainly to countries in the Western Hemisphere.

Around the world

From 2,000 to 5,000 cases ($14,000-$35,000) of dog food are shipped to other countries of the world.

Quaker Oats ships about 30,000 cases or bales ($150,000) of dry dog food to Japan. The company has also set up plants in several countries in Latin America for local production of pet foods.

In 1963, according to the *Food Field Reporter,* a publication for manufacturers of grocery store products, approximately $616 million was spent in the U.S. on pet foods. This included bird food, canned cat food, canned dog food and dry dog and cat food.

Dogs definitely consumed the most—shoppers purchased a total $259 million in canned dog foods.

Cats consumed cautiously

Cats lagged behind a long-distance second, putting away $59.6 million in canned foods, but a total $274.7 million was spent for dry dog and cat foods.

Birds, generally picky eaters, managed to consume $23 million worth of food that year.

Commercially-prepared dry dog foods are considered the most popular and these foods can be purchased in large quantities. Canned chicken items are popular with both dogs and cats and wild bird food has gained acceptance on today's market.

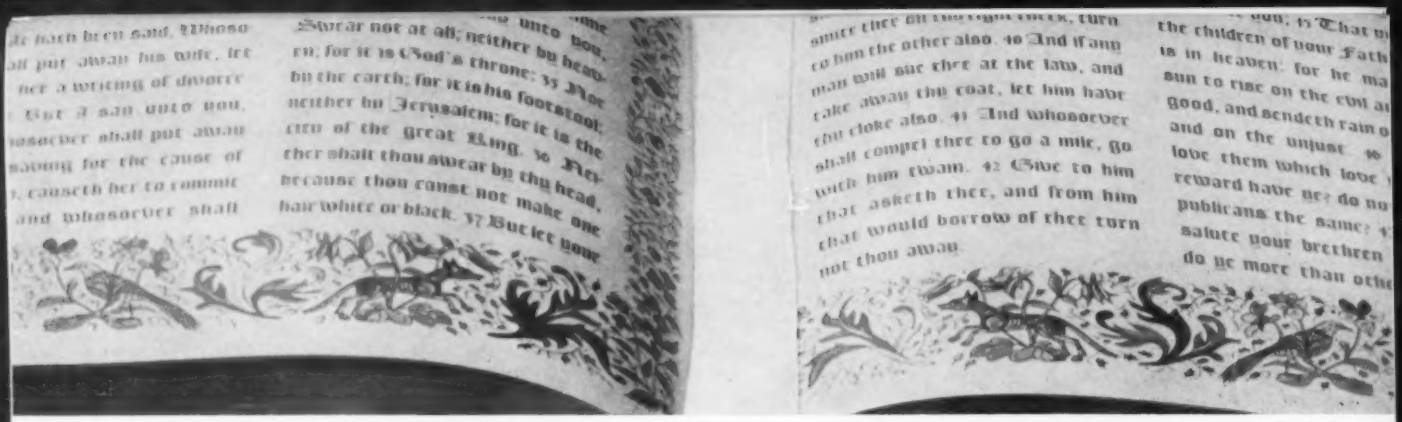
Pets also are fond of canned foods such as tuna, salmon or sardines which can be found in other departments. Candies and other niblets are available to keep pets satisfied between meals.

Practicality too

On the practical side of things, Christmas is a good time to replace identity tags; arrange for a check-up at the veterinarian; sign the pet up for training lessons; provide a new feeding dish and some leather toys that can be chewed to heart's content.

Pets, like Christmas, are here to stay and the market for pet supplies and food is making appreciable gains each year.

There's a wide selection for every budget and no matter what the gift, the donor can be certain of one result: the pet can bark, bite, scratch or peck dissatisfaction or joy, but he can't talk back.



Most Bibles stay at home

Nations abroad supply own Bibles; want technical and reference books

By ARTHUR P. McDERMOTT

Staff Writer

Christmas means different things in different countries, and most nations provide for their own Christmas needs, particularly in such areas as Bibles and other sacred literature.

"There's very little demand for U.S. Bibles overseas," reports Harold Drury of the Commerce Department's Printing and Publishing Industries Division. "Our strongest items are scientific and technical books which can aid a country's economic development, and which can't be produced locally."

In the first place, most of the world is non-Christian, which cuts down the potential market considerably. Even among Christian countries, there are problems due to differences in religion and language. There's not too big a market for Catholic Bibles in Sweden, or for Protestant ones in Spain.

Such Bibles as are shipped abroad are generally paid for by Americans who want to send one to relatives in the old country, or are sent by missionary groups.

Individuals contact the American Bible Society (ABS), or a similar organization, and ask them to see that their relatives overseas receive a Bible printed in their native language. The Society cooperates with several similar groups throughout the world, and whenever possible these orders are filled with Bibles printed in the recipient's own country.

The ABS tries to satisfy whatever demand does exist. To date they have distributed 34 million Bibles overseas. The Society is quite active in translating the Bible into all of the world's emerging languages. By early 1964 the Society had the scriptures translated into 1202 languages and dialects, including Hanunoo, Uduk, Bicol, Lugbara, Amahuaca, Kerewe and Esperanto, and is adding new translations at the rate of two a month.

"This doesn't mean that all 66 books, 1,100 chapters and 31,000 verses have been rendered into each of these languages," an ABS spokesman explained. "We generally start with Mark, who is the shortest and most simply written of the Evangelists, and then add the rest as circumstances permit."

The translations themselves can become a pretty involved process, since many of these languages have never before been committed to writing. A missionary must first learn the spoken language, then reduce it to writing. After Biblical scholars have finished their work, the illiterate natives must be taught how to read their own language.

The last really great movement of English-language Bibles overseas occurred during the Second World War, when millions of American servicemen carried pocket editions to the front with them.

According to an ABS source, most English-language publishers of Bibles for export are located in England, with American producers having concentrated on the U.S. market.

Rising nationalism throughout the world and printing costs in the United States have led the ABS to set up printing facilities as close as possible to the ultimate destinations of their Bibles. A plant was recently set up in Leopoldville.

Bibles are generally allowed to travel the world duty-free, but Mexico has recently enacted a 10% duty on *all* incoming books, forcing the ABS to look into the need for setting up a printing facility in that country.

The ABS reports a noticeable upswing in orders from individuals wanting to have Bibles shipped abroad during the Christmas season. This seasonal trend is not reflected in official U.S. trade statistics, however, which show the trade in Bibles, Testaments and Prayer Books at a fairly even year-round pace.

Only approximate

These figures are only approximately accurate, since they don't include book shipments valued at less than $100. For the past five years they show total book exports rising at a steady 9% per year, while imports have risen faster, at annual rates varying between 5 and 18%.

After enjoying rather healthy years in 1960 and 1961, when Bible exports jumped 12.4% and 9.1%, overseas shipments actually fell off during 1962 and 1963 (by .1% and 1.4%).

Bible imports have been swinging along, except for a 10.8% drop in 1960, following an unusual increase of 58.6% in 1959. Since then, Bible imports have gone up 9.9% (1961), 18% (1962), and 10% (1963). Imports of prayer books advanced a whopping 42% in 1962 and 55% in 1963, after several indifferent years.

Exports of America's best sellers abroad, technical and reference books, have gained between 27% and 45% each year since 1960. Books of general literature have also scored encouraging gains, with exports up an average of a little more than 10% each year since 1959, except for a 25% sales spurt in 1962.

Periodicals constitute far and away the largest percentage of U.S. printed exports, accounting for between 25 and 30% of the total value.

U.S. exports rise to annual rate of $25.1 billion, pushing nation's trade surplus close to $7 billion

BIC report shows overseas sales 14% higher than in 1963; Secretary Hodges says more must be done to nurture trade

Despite a decline in October exports, the strong growth in U.S. foreign sales in the first 10 months over last year resulted in a trade surplus of $6.8 billion at the seasonally adjusted annual rate. This exceeded the rate for the same period last year by $1.8 billion, according to the Bureau of International Commerce.

U.S. exports in October, seasonally adjusted and excluding military grant-aid, fell by 6%. Nontheless, shipments were higher than any preceding month with the exception of the September peak. The $25.1 billion annual rate for exports in the first 10 months of 1964 was 14% above the comparable period a year ago.

Slight decline

U.S. imports, which decreased slightly in September, from the seasonally adjusted August peak, showed no significant change in October. Rising by 8% above the first 10 months of last year, imports reached an annual rate of $18.3 billion in the January-October 1964 period.

Commenting on what he termed "an especially rapid rise this year" in exports, Secretary of Commerce Luther H. Hodges told a California audience that "much more needs to be done." Speaking on the University of California "Executive Profile Series" recently, he said:

Critical period

"We have arrived, I think, at one of those critical periods in world affairs that future historians could well point to and say, 'There, in that period, occurred a turning point that helped us move toward a better, more peaceful world.' And they will be referring in part to our successes or failures in developing world trade."

Secretary Hodges attributed the success so far to:

—Our export expansion drive which has enlisted the volunteer efforts of more than 1,200 leading businessmen throughout the country.

—An aggressive overseas trade promotion program.

—Encouragement to American business through tax reforms and reductions to modernize plant and equipment so as to compete more effectively for world markets.

—Working with labor and management to maintain wage and price stability at a time when wages and prices have been rapidly rising abroad thus improving the cost position of American industry in relation to our foreign competitors.

—And improvement of our export financing facilities.

Export financing

Secretary Hodges urged his audience to give special attention to proposals to improve export financing including a study of steps which might be taken to expand the role of private commercial banks in export financing:

—The study of present government procedures for financing a rising level of exports;

—And arrangements for financing construction and engineering contracts abroad.

He pointed to a potential expansion in exports to the less developed countries from $10 billion in 1960 to $18 billion a year by 1970 if these areas can achieve the annual per capita income growth of 2½, which is their minimum goal. This is a sale potential well worth going after, he told the group, and the Department of Commerce intends to take every proper step to help the American exporter realize that potential.

Foreign trade trend is up *(January-October 1964)*

Period	Monthly rate		Annual rate		
	Exports	Imports	Exports	Imports	Export surplus
	(Millions of dollars, seasonally adjusted)				
Jan.-Oct. 1964	2,090	1,528	25,082	18,331	+6,751
Jan.-Oct. 1963	1,835	1,421	22,018	17,050	+4,968
Jan.-Dec. 1963	1,863	1,430	22,353	17,160	+5,193
Jan.-Mar. 1964	2,055	1,463	24,660	17,556	+7,104
Apr.-June 1964	2,043	1,532	24,516	18,384	+6,132
July-Sept. 1964	2,158	1,580	25,896	18,960	+6,936
August 1964	2,085	1,592	25,020	19,104	.....
September 1964	2,271	1,558	27,252	18,696	.....
October 1964	2,134	1,551	25,608	18,612	.....

Three companies given 'E' awards for selling abroad

The Nuclear Materials and Equipment Corp. of Apollo, Pa., was organized slightly over seven years ago—and had hardly any experience in selling overseas.

In the past three years, however, NUMEC has successfully competed with English and Japanese manufacturers—all of them "old-line" recognized companies in the laboratory equipment field—in selling the cathodic vacuum etcher used in advanced metal and ceramic research and development to Euratom installations.

NUMEC's cathodic vacuum etchers are the standard today in Euratom laboratories in Belgium, France, Germany and Italy.

The company also sold the Japan Atomic Fuel Corp. one of the most complete and modern plutonium fuel materials development laboratories in the world—a laboratory which, when completed, will have cost almost $5 million.

The seven-year-old company received the President's "E" award Dec. 10. Fred

C. Foy, honorary chairman of the National Export Expansion Council and chairman of the board of the Koppers Co., Inc., Pittsburgh, presented the award at the company plant. Zelman M. Shapiro, president, accepted.

Two other awards

Parker-Kalon of Clifton, N.J., has been exporting for close to 50 years its industrial fasteners, including tapping screws, socket products, machine screws and specialty products.

The company, with a limited budget, a minimum of executive travel, and with a one-man export department, has tripled its export sales in the past 10 years.

Arthur C. Rutzen, Director of the New York Commerce Field Office, presented the award Dec. 11 at the company plant to R. H. Morley, president.

U.S. Electrical Motors of Los Angeles sells electric motors, motorized variable-speed transmission units, motorized slow-speed transmissions, geared drives and speed control systems.

The company's approach to world markets has been through establishing qualified export distributors functioning "on the ground." The firm now has 35 such distributors, in addition to organizations in Mexico and Canada.

Donald W. Douglas Jr., member of the National Export Expansion Council and president of Douglas Aircraft Co., Inc., presented the award Dec. 14 in the company plant to Thomas G. Myers, president.

Guatemalan boom rolling along, with U.S. as top trading partner

51% of imports originate in U.S., and 45% of exports go there; new five-year plan calls for 5.6% annual rise in domestic product

The economic boom in Guatemala continued for the sixth consecutive quarter during the third quarter of 1964. Exports are expected to exceed those of any previous year, since higher coffee prices should offset lower production due to leaf miner damage. While banana earnings are expected to drop, the value of cotton and sugar shipments will probably register substantial increases.

According to final trade figures for 1963, Guatemala's $2.3 million trade deficit was the lowest in recent years. The United States supplied $76.4 million, or 51% of Guatemala's total imports of $150.3, and purchased $66.7 million, or 45% of total exports of $147.9 million.

Imports have risen even more sharply, so that both trade and balance-of-payments deficits are likely. Demand for credit from all sectors continued strong, and commercial bank loans, money supply and other indicators of business activity are all running 10 to 15% higher than last year.

Sales reported by Guatemala City, merchants during the third quarter reached $134 million, up $20 million from the same period of 1963. High sales are also expected during the Christmas season, and businessmen wondering how long the boom can last, are expressing concern over potential unsettling effects when the nation returns to normal political activity in 1965.

New banking institutions

The formation and planning for two new Government-owned banks continued during the quarter. The Industrial Bank (Banco Industrial) will specialize in long term industrial loans, as well as short term commercial credit for activities related to industry. Initial capital is planned at $750,000 and is being raised by deposits from all local companies that benefit from Guatemala's Industrial Development Law.

The projected Workers' Bank (Banco de los Trabajadores) is designed to service the financial needs of the working and middle classes by offering mortgage and short term credit. The Bank's capital of $4 or $5 million will be raised principally through obligatory contributions by workers and employees.

Private bank credit activity rose seasonally during the quarter. Commercial bank loans and discounts outstanding at the end of September totaled approximately $130.7 million, about 13.8% higher than September 1963. The third quarter average for loans and discounts was about 11.5% higher than the second quarter average.

Money supply at the end of September dipped, but was almost $10 million higher than September 1963. Gold and foreign exchange holdings continued their seasonal drop, and by end-September official reserves were $42 million, almost $5 million below September 1963.

Unless offset by a significant rise in use of foreign credits, both public and private, the anticipated trade deficit could result in a net loss in official international reserves.

Industrial investments

Investments in new industry during the third quarter compared favorably with the first half of the year. Of the 17 firms which applied for Industrial Development Law benefits, six declared foreign capital participation amounting to $363,124. The largest of the proposed investments were $380,795 for the production of tallow and animal feed, and $200,000 for the manufacture of kitchen stoves, both entirely of Guatemalan capital.

Near the Pacific coast agricultural town of Retalhuleu a Shell Oil Company subsidiary inaugurated a $150,000 insecticide plant, and a small paper plant, Celulosas del Pacifico, began production of cellulose and paper, utilizing local agricultural waste products, such as banana tree trunks, bagasse and cotton linters.

To stimulate domestic production of commercial television advertising films, the Government published a regulation requiring that importers of film material acquire an equal amount of films from national producers.

The National Economic Planning Council unveiled a five-year social and economic development plan which calls for gross domestic product to rise at an average annual rate of 5.6%, reaching $1,590 million (at 1963 prices) in 1969. The Plan projects an ambitious set of long-term programs, which include agrarian colonization involving 100,000 families in 15 years; large-scale public works with emphasis on highway construction, electrification and telecommunications; construction of homes, hospitals and schools; and the establishment of financial institutions to stimulate the growth of domestic capital.

Guatemalan planning officials expect the bulk of the programs to be financed by an 8% annual increase in export earnings and by domestic capital. External financial requirements, which are estimated at $336.5 million over the five-year period, are expected to be met largely through foreign borrowing of $183.5 million and grants of $53 million. Of the anticipated $100 million in foreign investment, $60 million is expected to go into development of a nickel mining and extraction industry.

Japan's imports from U.S. near $2 billion-mark, BIC director tells executives' conference

Bright prospects cited in Washington talk before group at Johns Hopkins advanced international studies school

U.S. export sales to Japan are heading toward an all-time record of nearly $2 billion for this year, Eugene M. Braderman, Deputy Assistant Secretary for International Commerce and Director of the Bureau of International Commerce, said at a Dec. 11 Conference for Corporation Executives. The conference was held in Washington under auspices of Johns Hopkins University's School of Advanced International Studies.

In his talk on "U.S.-Japan Commercial Relations," Braderman told businessmen at the one-day conference that Japan ranks second only to Canada as a U.S. export market.

"Our sales to Japan this year," he reported, "are running higher than in the peak year of 1961, when $1 out of every $12 in U.S. exports was earned in Japan, for a total of more than $1.7 billion.

"American businessmen are racking up impressive sales records in the expanding Japanese market, and Commerce Department trade-promotion programs are contributing to their export progress."

Show and sell

Citing results of show-and-sell exhibits at BIC's U.S. Trade Center in Tokyo, Braderman noted that 355 firms participating in the first nine of 10 shows held at the Tokyo center made on-the-spot sales of $2.5 million and expected additional show-connected business to top $20 million in a year's time. More than half of the exhibitors, he added, were small firms. He pointed to other highlights, including:

Sales at the U.S. sporting goods show, timed to coincide with the Olympic Games, set a trade-center record. The 41 exhibitors rang up nearly $1 million during the show and estimated follow-up sales for 1965 at more than $8 million.

Similar success was scored by 45 U.S. refrigeration and cooling-equipment companies participating in the BIC-staged U.S. Exhibition at the April 1964 Osaka International Trade Fair. On top of $½ million in sales at the fair, exhibitors expected to write orders for more than $8 million by April 1965.

Leisure goods

"With mounting prosperity, recreation is becoming more and more important to the average Japanese," Braderman said. "To give American businessmen an opportunity to tap the new market potentials this provides, we will feature leisure goods in our U.S. Exhibition at the Tokyo trade fair next spring."

Citing the current $3½ billion annual level of two-way U.S.-Japanese trade, he observed: "When trade between two countries reaches this height, some problems are inevitable. But these have been recognized, discussed, and—in most instances—satisfactorily resolved."

Committed

Braderman emphasized that Japan is now formally committed to a freer economy as a member of the Organization for Economic Cooperation and Development and a country which has assumed new obligations to the International Monetary Fund. He noted on the other hand that Japanese controls on direct foreign investment remain highly restrictive and expressed hope that Japan will relax such controls as she has already relaxed most of her import restrictions.

"Investment can play a vital role in stimulating the further growth of the Japanese economy," he pointed out.

SOLD OUT

A Libyan businessman bought all the equipment in a drive-in restaurant exhibit at a recent Department of Commerce Exhibition in Tripoli and has ordered more of the same. He expects to establish other drive-in restaurants around Tripoli.

GOOD CROWDS

More than 4 million people viewed demonstrations of products from more than 300 U.S. firms at Department of Commerce Commercial Exhibits in 10 countries overseas this year.

International Trade Winds

EMBOSSING MACHINES—A sales and distribution office in Asuncion, Paraguay, has been opened by Dymo Industries of Berkeley, Calif., for its line of hand-operated embossing machines for plastic and metal tapes, tags and labels. The new office is located in the shopping concourse of the Hotel Guarani.

AGRICULTURAL AIRCRAFT—Aviation Sales Corp. of Kew Gardens, N. Y., has been appointed export sales agency for the Ag-Cat, a biplane designed for agricultural work by Grumman Aircraft Engineering Corp. The biplane design, providing high maneuverability and gentle stalling characteristics, is said to enable the Ag-Cat to deliver high volumes of work per hour, and cheaply.

TV STUDIO EQUIPMENT—IGE Export Division of General Electric has received a major order to supply television studio equipment to one of Argentina's commercial TV stations. IGE will furnish seven 4½-inch image-orthicon television cameras to Rio de la Plata TV Channel 13 and Producciones Argentinas de Televisione, S.A. (PROARTEL) in Buenos Aires. The seven cameras will be used in three recently completed studios of Channel 13, which began broadcasting four years ago with IGE-supplied facilities.

ALUMINUM REDUCTION—Construction has begun at Tema, Ghana, on the $128-million Volta Aluminum Co. Limited (VALCO) 115,000 short-ton aluminum reduction plant. Kaiser Aluminum & Chemical Corp. and Reynolds Metal Co. own the shares of VALCO, a private Ghanaian company. First-stage operation of the VALCO plant, scheduled to begin April 1967, will require electric power consumption at a 200,000-kw. rate, and final-stage operation (1969) will require consumption at a 300,000-kw. rate—which means that VALCO will be paying some $6.9 million to the Volta River Authority's hydroelectric installation.

TRUCKS, DIESEL ENGINES—Allis-Chalmers' Harvey, Ill., plant is producing truck and diesel-engine components for markets in Europe, Africa and the Middle East. The trucks feature complete interchangeability of parts with the company's domestic line. Allis-Chalmers' French subsidiary is expanding into lift-truck production at a manufacturing facility in Dieppe.

WICHITA COMPANY DEMONSTRATED backhoes and trenchers on the plains of Kansas in a special performance for businessmen from the land of the Alps.

Swiss hop from Zurich to Wichita to inspect construction machines, so Kansas firm restages its show

Schnellbacher of BIC cites programs to boost U.S. exports and notes Davis Manufacturing Co. efforts to sell overseas

Sixteen Swiss businessmen traveled a third of the way around the world last week to inspect U.S.-made construction equipment on the Kansas plains—and talk about buying it for use in Europe.

The flight from Zurich to Wichita was an unexpected development in the Davis Manufacturing Co.'s annual dealer convention and new products show, and prompted Davis officials to stage the whole thing over again when the Swiss got there.

As chief dinner speaker at the convention which reconvened, E. E. Schnellbacher, assistant director of the Bureau of International Commerce, took note of the Davis firm's part in the U.S. export expansion drive and of BIC's programs to promote the sale of U.S. goods in foreign countries, including Switzerland.

The Swiss visitors came as guests of Edy Fassler, head of Intravend of Zurich, a firm which represents Davis in a sales territory encompassing all of Switzerland. The party included building contractors, representatives of trade associations and equipment dealers.

Fassler himself already was in Wichita for a Dec. 7-8 showing of the 1965 line of Davis backhoes, trenchers and borers. He proposed bringing the special group from Switzerland if Davis would restage the show a week later. Davis agreed.

"Construction equipment is very interesting to the Swiss business community at this point," Fassler said.

"Switzerland is undergoing a tremendous program of rebuilding and new building, both in residential and commercial construction. Meanwhile, we have a pronounced labor shortage in Switzerland, and in consequence contractors are very interested in visiting the home of the labor-saving Davis earth-moving machines."

See them go

Most of the show was devoted to demonstrations of equipment and attachments. Some were conducted in the ballroom of the Broadview Hotel and some on the testing and demonstration grounds of the Davis plant. Personnel of Skokie International of Skokie, Ill., the Davis export representative, were on hand.

Kansas governor-elect William H. Avery, a former Congressman, joined the Swiss visitors at a session at the Davis plant.

Company spokesmen said exports now make up 15% of the firm's business and that they have "just begun to tap the market" overseas. They said Davis machines now are in use in about 30 countries around the world. The firm's efforts to increase exports include taking part in BIC's exhibition at last year's Lyon, France, International Trade Fair.

Trade mission

Schnellbacher noted that Switzerland and the U.S. are old trading partners and that Swiss imports of U.S. goods total about $300 million a year.

Last year, BIC sent a Trade Mission to Switzerland to promote the sale of U.S. consumer goods. The Mission carried some 260 business proposals from U.S. firms and returned with more than 200 trade offers from Swiss businessmen.

This year, BIC sponsored an electronics equipment exhibit at the Swiss Import Fair in Zurich.

The Davis company's Swiss visitors, who arrived individually or in small groups, departed Wichita Wednesday in a body for Chicago. They split for visits in Chicago, Milwaukee and Cleveland, then met again in Cleveland for a flight to Washington Friday afternoon.

In Washington, they conferred with Commerce Department officials and toured the city before returning to Zurich over the week end.

New South African blast furnace to send pig iron to Japan

South Africa's already highly-developed iron and steel industry received another boost recently with the opening of a $25 million blast furnace at the state-owned African Metal Corporation's (AMCOR) facility at Newcastle in Natal Province.

The giant blast furnace, which is the fourth and largest furnace at AMCOR's Newcastle works, was erected to enable AMCOR to carry out a 10-year, 5 million-ton supply contract with the Yawata Iron and Steel Co., Tokyo.

The $250 million supply contract, which was signed in 1962, calls for the pig iron to be delivered at a rate of 500,000 tons a year over the duration of the contract. The first shipment of pig iron recently left South Africa's Indian Ocean port of Durban.

South Africa's quasi-official finance agency, the Industrial Development Corporation, has purchased two 19,000-ton tankers from a Danish firm to transport the pig iron shipments. The two ships are being enlarged and converted to 25,000-ton deadweight universal bulk carriers at a Japanese shipyard. When the conversion is completed, they will join two other ships of similar capacity to service the pig iron contract.

Last year, the Japanese signed a similar 10-year, $110 million supply contract for iron ore with South Africa's neighboring British High Commission Territory of Swaziland.

Stars burn longer in Santa Claus land

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

HELSINKI—This winter wonderland of soft snow and fur-wearing red-cheeked blondes, of stars that shine all night and most of the day, is Santa's first stop on his annual journey to light the eyes and lift the hearts of the world.

Go north a few more miles into the Lapland twilight and perhaps, one is told, there are even elves and gnomes who happily toil all year in the frosty, clear and lyrical atmosphere of the most international workshop of all, a production line that produces everything to dazzle a billion people in the hazy morning light of an early Christmas day.

Finland celebrates for a month until social circles have formed underneath eyes of the people.

Nearby, Santa Claus is the earth's largest exporter—though highly seasonal—but no balance of payments worry the proprietor. Toys from Japanese branches, silk from Thailand looms, cameras from Germany and perfumes from France manage to get a piece of the action in the month's worldwide hysterical shopping binge.

All day Finnish officials had echoed, like voices in a canyon, the need to promote mutual trade, investment and travel.

"Our prices are against us," said T. O. Viherheimo, minister of industry and trade.

"We are a small country of five million, more of our nation is water than there are farms on the land. With so limited markets, we produce merchandise by hand. We have trouble competing on price."

Minister Viherheimo is a bulky, likable man, hearty of voice and mild in manner. "In our country, there is only one permanent U.S. businessman—the Pan American representative," Viherheimo said. "It would not be possible by counting every member of each American family in Finland to put together two softball teams."

Later, the wood in the large fireplace at Ambassador Tyler Thompson's burned brightly and sent red flashes to the frosty white draperies. Six hours of daylight had been all there was in this community on the Volga River, a land that tried prohibition before the United States, with similar results, but where women received ballots before Arizona became a state.

The Ambassador, who plays tennis for recreation, is a square-jawed, jovial and determined man. As a former resident of Maine, he finds winter chill is exhilarating. Traces of outdoor living show in his ruddy face. This evening, sitting with 10 Americans for the first social function of his embassy, Thompson joked with the servants, called the children of one of the guests "monsters" and presided in the wood-paneled dining room over a table lit by candelabra, with the poise of Maya Plisetskaya of the Bolshoi Ballet in neighboring Russia. Mrs. Thompson was in Rovaniemi, a Lapland town where there are more foreign cars than in Beverly Hills.

In response to an inquiry on how to better United States trade relations, he was quickly exact, the compass needle pointing to the north. "Get salesmen here," he said. "It is the only way. Put a ball club on the field."

It is close to Christmas and "ho-ho-ho." The sound of reindeer hoofs is near. Some day, we will go to the North Pole to see how this tiny land that must be richer than Kuwait can manage to give everything away and stay prosperous.

Have fun and Merry Christmas. Just remember, this is mainly a season for kids and cops.

BELGIUM

Still riding the crest

U.S. sales gain, but fail to keep pace with mushrooming foreign trade

Despite the basically vigorous condition of the Belgian economy, tightening of the domestic labor and money markets and the full utilization of productive capacity in most sectors may indicate the start of a slowdown in the rapid economic expansion of recent years.

Imports from the U.S. rose to $260 million, up 16% from the first six months of 1963. However, the U.S. market share slipped from 9.2% to 8.7%.

The most marked expansion in BLEU imports from the United States was a 400% jump in fats and oils. There was also a 143% increase in live animals and products, a 52% gain in textiles, and a rise of 50% in precious stones and jewelry. BLEU purchases of U.S. goods fell in skins, hides, and products thereof (off 6%); wood and wood products (off 20%); optical and photographic equipment (off 30%); and arms and ammunition for sporting purposes (down 42%).

Overall economic activity stayed at a high level during the third quarter, with industrial production rising 7.5% over the same period of 1963. GNP for the year as a whole is expected to rise 5% in real terms over last year's level.

The foreign trade of the Belgium- Luxembourg Economic Union (BLEU) in the first half of 1964 climbed markedly over the same period of 1963. Imports were valued at $2,985 million, while exports stood at $2,782 million, increases of 22% and 19%, respectively. The trade deficit almost doubled, rising to $203 million, compared with $108 million in the first half of 1963.

BLEU exports to the United States were $231 million, 19% above the first half of 1963. The U.S. share of total BLEU exports was unchanged at 8.3%. Almost all categories of goods sold to the United States showed some increase.

The European Economic Community (EEC) remained the most important BLEU trading partner. Half-year imports from the EEC climbed to $1,588 million, up 25% over the like period of 1963, while exports gained 22% to $1,714 million. Trade with the European Free Trade Association (EFTA) continued to expand.

Belgium's exports to the Congo improved appreciably, reaching the $30-million mark for the January-June 1964 period. It is still not clear whether this indicates a rise in commercial transactions between the two countries or is only the result of increased Congo Government procurement under Belgian aid programs.

MOST OF BELGIUM'S waterborne commerce passes through the Port of Antwerp, one of Europe's largest.

Industrial outlook cloudy

The post-vacation recovery in the industrial sector did not materialize as vigorously as expected, although the index of industrial activity for September was 8% above the September 1963 level. Coal production is still fluctuating near last year's levels. The mild weather has greatly reduced coal consumption and caused a high level of stocks. At the end of the quarter coal stocks amounted to 1.36 million metric tons, compared with 446,408 metric tons a year earlier.

Crude steel production reached a new record in September, and for the third quarter it increased 15% over the like period of 1963. Nevertheless, the autumn upsurge was smaller than expected. The non-ferrous metal industry has maintained generally satisfactory growth, although semi-finished products experienced a seasonal drop. Mixed trends occurred in the metal fabrication industry.

The aeronautics industry caused some concern due to the impending completion of large military contracts, with no correspondingly large new orders in sight. Increased pressure is being brought for government support in order to preserve Belgian aeronautical technology.

Mounting difficulties beset the Belgian shipbuilding industry as a result of declining orders. The large yards have been forced to engage in ship repair and other industrial activities. This, in turn, has added to the difficulties of the ship repair firms, which were already operating well below capacity

The Belgian textile industry experienced increased competition from French sources, and August production was running somewhat lower than the 1963 level.

The government's recent stabilization measures have not yet dampened the construction industry's rapid expansion. Applications for building permits for the second quarter were 32% above the similar period of 1963.

Demand for construction materials also remained strong. Cement production hit a new high in September, and annual production is expected to surpass 5 million tons for the first time in history. Flat glass output during the second quarter was 19% above second quarter 1963, while a decline in hollow glass output was checked. January-August electricity production rose 7.2% over the corresponding 1963 period.

U.S. private investment remained high during the quarter. Twenty-two additional American concerns were established in Belgium, bringing the 1964 total to 68 and the total in Belgium to more than 500.

The largest of these investments was by Texaco Belgium, S.A., which began construction of a $12.5 million petrochemical complex at Ghent to produce additives for lubricating oils. The Hart and Cooley Company of Holland, Michigan, began production of heating and air conditioning units at its new $2 million plant at Lokeren in September.

Other new concerns will produce and distribute such diverse products as air compressors and pumps, bearings, machine tools, aircraft parts, foam latex, camping equipment, automotive products, electronic equipment, laboratory equipment, optical products and prefabricated sections for buildings.

Continuance of the August retail price index at its July level triggered automatic wage and salary increases averaging about 2.5% for approximately 180,000 blue and white collar workers. The September index climbed slightly, but not enough to cause additional increases. A further moderate gain in the index is expected during the remainder of the year.

Labor front quiet

The labor sector, although quiet during the third quarter, is expected to show increased activity with the approaching renegotiation of several collective agreements in important sectors of the economy. The unions will probably press their wage demands vigorously in the forthcoming negotiations, despite considerable concern on the part of government, management and the unions themselves over inflationary pressures. Difficulties may develop in the metal manufacturing sector because Fabrimetal, the industry's large employers association, is opposing renewal of the provision linking automatic wage increases to rises in the retail price index.

The 45-hour workweek will become mandatory January 1, and some unions are already talking about pushing for a 40-hour week. On October 1 Antwerp's 14,500 port workers began working a 40-hour week at the same salary they received for the 45-hour week. Most other unions have committed themselves not to press for a shorter week until 1966.

The counter-inflationary measures taken by the government this year have been reasonably successful. Liquidity expanded much more slowly during the first eight months than during the corresponding period of 1963, and the rate of increase in bank credit fell sharply. Fiscal receipts continue to surpass expectations, making the cumulative cash deficit for the first seven months 22% lower than the same 1963 period. The 1965 budget estimates that revenues will be up 5.7%.

Government capital investment expenditures will be cut $62 million below 1964 outlays. However, total budget expenditures are scheduled to increase by just under the Common Market's recommended 5% limit.

Belgium's 1964 crop harvests were extremely good. Harvests of wheat, barley, oats, sugar beets, flax, and fruit were all either at or near record levels. Wheat production was so great that the government began paying subsidies on wheat exports. Nevertheless, total farm output during 1964 may not set a new record because beef and milk production are running behind last year's level. A drop in cattle prices caused the government to discontinue its import subsidy on beef at the end of August.

EEC regulations establishing the beginning of a common market for rice came into effect on September 1. Formerly admitted free, rice is now subject to an import levy equivalent to an ad valorem rate of 15.5% at current prices. The bumper wheat harvest, higher feed grain crops, possible diversion of surplus soft wheat to feed grain use, plus the application of the ECC rice regulations, are expected to have an adverse effect on imports of U.S. agricultural products during the 1964-65 marketing year.

Continuing heavy consumer demand for livestock products, however, could increase feed grain imports, and a strong overall Belgian economy will improve chances for U.S. cotton, tobacco, and citrus fruit.

U.S. rises to 4th place among suppliers of imports to Singapore

Indonesian trade boycott being felt, as exports dip 24%; U.S. falls from third to fifth place as buyer of Singapore's goods

The United States share of total Singapore imports continued to rise during the first six months of 1964, amounting to 5.8% of total imports, compared to 5.4% for the comparable period of 1963.

This performance raised the United States from fifth to fourth place among import suppliers to Singapore.

However, the value of imports from the U.S. in the first half of 1964 declined to $33.8 million from $38.7 million in 1963. Total imports into Singapore declined from $596.4 million to $454.1 million, or about 24%, during the same period, largely as a result of the Indonesian trade boycott.

Singapore's major imports from the United States during the first half of 1963 continued to be industrial machinery ($4.5 mililon), road motor vehicles and parts and accessories ($2.3 million), tractors ($2.2 million), tobacco manufactures ($1.9 million), and unmanufactured tobacco ($1 million). More than 66% of the tractors imported into Singapore are of United States origin, and 50.8% of tobacco imports were from the United States.

The United States dropped from third to fifth place as a market for Singapore's exports. The value of exports to the United States declined from $43.2 million in the first half of 1963 to $18.5 million in the first half of 1964; or from 7.1% to 4.2% of the total. Total Singapore exports declined from $428.5 million to $295.4 million, or by 31%, also mainly due to Indonesia's trade embargo.

Record exports pace Peruvian economy's strong 1964 showing

Imports from U.S. 16% above 1963; market share jumps to 41%; corporate tax increase will not discriminate against foreign firms

The Peruvian business climate remained favorable in the third quarter, and there was increasing evidence that 1964 would be a very good year for Peru, featured by record exports. Imports from the United States are running 16% above last year's level, according to the U.S. Embassy in Lima.

Exports will probably exceed the 1963 total of $541 million by $100 million. Strong international prices for minerals, fishmeal, and cotton are the principal reason for the higher export value. At the end of nine months of 1964, fishmeal exports were running 23% over the same period of 1963, while lead and zinc exports almost doubled.

On the domestic front, retail sales were up substantially—7% in the Lima area and 36% in the outlying areas. Cement sales showed an increase of 9%. Energy sales continued to show steady gains, with electricity and gasoline sales for the first half of the year running 8–10% ahead of last year. Despite a slow start, automotive sales were 13% higher in the first half of 1964, with imports of U.S. automotive vehicles up 42% over the same period of 1963.

Overall imports from the United States were up $16.1 million above the first half of 1963, an increase of 16%. This gain is particularly significant, since Peru's total imports increased only 3.4% over the comparable period of 1963. The U.S. share of the Peruvian import market thus advanced from 36 to 41%. Higher sales of cereals, principally wheat, and machinery and equipment imported under Eximbank financing and other government-sponsored programs accounted for most of the advance.

New tariff schedule

A new tariff schedule incorporating higher rates for a large variety of merchandise and slightly lower duty rates for some products went into effect in August. Duty increases affected: evaporated milk, butter, fresh apples, radios, refined lard, galvanized iron sheets, and automotive spare parts. Some medical equipment and drugs were also hard hit.

Duties continued to be waived on certain grains, some imported meat, and other basic foodstuffs as well as equipment imported under the Industrial Promotion Law or by mining and petroleum enterprises. The new tariff has forced Peru to ask the GATT for a waiver.

The cold winter adversely affected output of the two major export crops—cotton and sugar. Cotton output fell about 10% in 1964, but exports of cotton probably will decline only 3% as producers reduce stocks to take advantage of favorable world prices.

Sugar, Peru's second ranking agricultural export crop, is also expected to lag below last year's level, both in production and exports. Cold weather and labor difficulties combined to reduce this year's production forecast to 800,00 metric tons, down 3% from the record 1963 crop. Exports are expected to fall 9% below last year.

Corn production should be up about 5%, but imports of corn and corn products will probably be well above the 1963 level as depleted stocks are rebuilt.

Rice production should recover from last year's drought, but imports are likely to run well above the average for the last five years and at about the level needed to supplement 1963 domestic production.

Mineral production

The mining industry continued to flourish, with strong demand and increased prices for its products. Lead-zinc producers operated at full capacity and exports of these products during the first nine months of 1964 surpassed all previous records for this period.

The Government-owned Mining Bank commissioned the U.S. engineering firm, Parsons Jourden Corporation, to make an engineering and feasibility study for a proposed electrolytic zinc plant. The company plans to manufacture sulphuric acid as a by-product for use in manufacturing super phosphate fertilizer.

The Cerro de Pasco Corp. announced projects involving new construction and expansion of facilities worth $9 million. Southern Peru Coffee Corp. will spend almost $16 million on its properties during 1965. A $13.5 million Eximbank loan to Marcona Mining Company to purchase U.S. equipment was also announced. Minera Bayovar, S.A., formed by Midespa Ltd., and Texada Mines of Canada continued to negotiate a contract with the Peruvian Government to develop the Sechura phosphate deposits. Construction work on the property will probably begin in early 1965.

The Government and the International Petroleum Company continued discussions over the La Brea-Parinas concession, but no proposal to settle the problem was submitted to the Congress.

The Government-owned Empresa Petrolera Fiscal opened bids for its oil refinery to be constructed at La Pampilla on the outskirts of Lima. The four bids submitted are being studied.

During the third quarter considerable attention was focused on public finance and the prospective deficit of the government budget. The Administration submitted a draft 1965 budget in August which called for internal borrowing of about 1.6 billion soles ($1 equals 26.82 sales) to meet a proposed 5% rise in expenditures next year. A heated debate in Congress included charges that the Government's budget was inflationary and would lead to a devaluation of the sol. The controversy soon died down, however. Press reports, based on a favorable IMF appraisal of the Peruvian economy, may have been a factor in stilling the debate. While there was some short term outflow of capital in August and September, the sol remained stable at a selling price of 26.82 soles per dollar.

New taxes approved

Higher taxes were approved by Congress in November to meet the Government's added revenue needs. Under the new bill, the effective tax rate for a wholly-owned U.S. mining company operating as a foreign branch will go up from 40.5% to 48%. For a wholly owned U.S. subsidiary in non-mining operations and with all profits paid out in dividends, the tax rate will go from 47.5% to 51.3%.

In no case will foreign-owned companies be taxed more heavily than domestic corporations, and they will continue, under certain circumstances, to enjoy some, albeit reduced, tax advantages.

In addition to the new corporate taxes, the tax on property transactions will be increased to 6%; the sales tax will go up from 4.5% to 5% and race track betting will be taxed more heavily.

NEWEST SHOWCASE

America's newest Trade Center, a permanent overseas showcase for selling U.S. products, will open in Stockholm, Sweden, in March 1965.

Mild Uruguayan upturn continues, but the outlook isn't promising

Inflation, low investment rate cloud prospects for further gains; meat dispute with U.S. eases, but maritime conflict arises

The modest increase in Uruguay's economic activity noted during the first half of the year continued during the third quarter, and indications are that the general level of 1964 production will be 3% to 5% higher than in 1963.

Prospects for a continued upward trend in economic activity are not particularly favorable, however, since **(1)** the increased industrial activity appears to be based on expanded consumer credit and increased inventories; **(2)** the continuing low rate of investment in manufacturing plants; **(3)** the continuing decline in real wages, which commenced about two years ago; **(4)** the inflation rate appears to be increasing and further discouraging investment.

Imports had amounted to $45.7 million during the second quarter, with the U.S. being the top import supplier.

During the third quarter, an export slowdown combined with sharply rising imports to all but dissipate the favorable trade balance built up in the first half of the year. Exports were running $24.2 million ahead of imports for the first half of 1964, but this was reduced to $6.4 million by the end of September. Total exports stood at $137.9 million, and imports at $131.5 million at the end of the quarter.

Third quarter exports were slightly above the 1963 third quarter total of $30.2 million. Total exports during the first nine months of 1964 were 9.9% above the same period a year ago, while total imports were up 1.7%.

Meat exports expanded rapidly in response to increased beef prices in world markets, and amounted to $20.9 million during the third quarter, while exports of wool suffered a steep unseasonal decline to $10.7 million during the third quarter. Exports of meat and wool over the first nine months of 1964 amounted to $57.2 million and $57.6 million respectively.

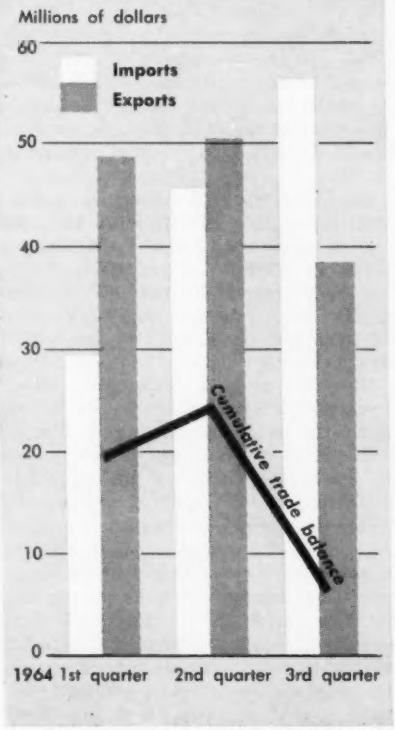
Monetary developments

The value of the peso in the free market, which had remained fairly steady at between 19 and 19.5 per dollar for most of the year, declined suddenly early in July, probably because of reduced exchange earnings from wool. In mid-August the rate varied between 23.5 and 24 pesos per dollar. The official rate remained pegged at 16.40 until it was devalued to 18.7 well after the quarter ended. In September the free market peso recovered somewhat and appeared to reach a plateau in the neighborhood of 21.5, but thereafter the free market exchange rate slipped to approximately 25 pesos to the dollar.

New regulations

In November, the Government issued new exchange regulations affecting about 40% of Uruguay's total imports. Exchange for these imports, which could previously be obtained at the pegged official rate of 16.4 pesos to the dollar, must now be purchased at the free market rate. This measure should curtail imports of many of the products affected by the regulation, by raising their price to the Uruguayan consumer.

How Uruguay trades



Serious inflation continued, with the cost of living index rising 6.9% during the quarter, bringing the total rise to 23% during the first nine months. The comparable rise for the first three quarters of 1963 was 18.9%. No measures to combat inflation were adopted during the period.

The controversy between the U.S. and Uruguay over the effects of the U.S. meat sales program (PL 480) diminished towards the end of the quarter, as it became evident that Uruguay would sell more meat in 1964 than in any other year in its history. Differences with the U.S. also arose over maritime policy. Uruguayan maritime law discriminates against non-Uruguayan vessels by exempting merchandise carried in Urguayan bottoms from certain import surcharges. This situation prompted the U.S. Federal Maritime Commission to prepare to implement the equalization measures required by the U.S. Merchant Marine Act of 1920.

The Uruguayan state-owned railway, AFE, which for the past year and a half has made intense efforts to improve its performance, made extensive plans for transporting the 1964 wool clip which commenced October 1. Last year the railway increased its wool traffic by 280% over the preceding year.

The Ministry of Public Works informed the various Embassies in Montevideo in July that it wanted information from foreign firms interested in bidding on major highway reconstruction projects involving routes 5 and 26. Loans of over $22 million from the IBRD and IDB are involved in these two projects.

No real revival

The construction industry in Uruguay still shows no signs of a real revival, although work has resumed, after many months' interruption, on some prominent construction projects in Montevideo. A large U.S.-owned cement plant reports that its sales of cement have risen about 10% over last year. Much of this increase, however, appears to be going to small projects in the interior, where wage costs are lower than in the capital.

The backers of the privately-sponsored First Industrial Fair of the Atlantic, scheduled to be held in Montevideo next February, announced during the quarter that 88 Uruguayan and foreign firms are planning to participate.

The dispute between "traditional" meat packers and the newer and smaller packers was settled in August, when the large packing houses discontinued their boycott measures.

High tin prices buoyed Bolivia thru expansive 1st three quarters

Effects of November change in government remain to be seen; U.S. products facing increased German and Italian competition

Bolivia's economy registered steady growth throughout the third quarter and into October, prior to the fall of the Paz Estenssoro Government. The effects of the change in government, however, have not yet been fully evaluated.

Although U.S. sales of goods to Bolivia continued to rise, prospects have been dimmed by stringent credit procedures and increased competition from German and Italian exporters. Sales of American tires continued to lead imports from other sources.

A spectacular rise in tin prices, coupled with rising domestic tin production, made mining the economy's leading growth sector in the third quarter and made a major contribution to Bolivia's growing foreign exchange reserves. Industrial activity also expanded, and government revenues continued to increase. YPFB, the state petroleum entity, made some very promising discoveries during the quarter.

A record sugar harvest confronted the government with the problem of a domestic sugar surplus, difficult to dispose of abroad because of the relatively high cost of Bolivian sugar.

Tin production by the Bolivia State Mining Corporation (COMIBOL) through September 1964 was 13,033 tons, an increase of 18.5% over the corresponding 1963 period. Total 1964 output will probably approximate 17,800 metric tons, compared to the 1963 production of 15,400 tons. World tin prices continued to rise throughout the quarter, averaging over $1.60 per pound (New York price). This price permitted a fair profit despite COMIBOL's high operating cost.

Zinc exports increased 45% over exports for the second quarter, accounted for in part by the opening of new zinc mines in the region east of Potosi. Gold purchases for the quarter increased 56%.

The production of the private mines continued to be encouraging. Export statistics are not yet available for September 1964, but preliminary figures indicate that the private mines' production increased during the third quarter.

In September the Bolivian Gulf Oil Company signed a contract with the Government petroleum entity, Yacimientos Petroleos Fiscales Boliviano (YPFB), for the rental of YPFB's pipeline from Sicasica, Bolivia to Arica, Chile, and Gulf's construction of a pipeline from Santa Cruz to Sicasica. Pipe for this line is already enroute from Antofagasta to Bolivia, and the line should be completed within 14 months. Productive capacity of approximately 30,000 barrels of crude oil daily is expected to be available when the Bolivian Gulf Oil Company completes its line.

YPFB's crude oil production during the quarter was 786,924 barrels, up 4% from the second quarter of 1964, and about 2 below the third quarter of 1963. During the July-September period YPFB refineries processed approximately 127.1 million liters of crude, up 27% from third quarter 1963.

Bolivia's foreign exchange reserves have grown sharply during 1964. From a low of $11.4 million at the close of 1963, reserves increased to $19 million by the end of the second quarter and to $23.1 million by September 30.

The sugar, rice and cotton crops are expected to be at record levels, and the production of wheat and other temperate climate products is progressing satisfactorily.

Bolivian industrialists reported increased activity in textile processing and the manufacture of glass products, apparel and beverages. Food processing plants, particularly sugar mills, were reported functioning at record levels. Textile mills are planning a three-shift operation for the first time since the mid-1950's.

Continued economic growth is reflected in estimated increases of 5-6% in the gross national product; 5% in agricultural output; 18% in cement; 20% in paint and pharmaceuticals; 8% in petroleum refining; and 10% in construction.

The Bolivian railroads were still faced with many unsolved problems and continued to operate at a deficit. The World Bank's latest recommendation to the railroads was for the Government to form a unified national railway enterprise to include all private lines. Some progress was made toward a solution.

The new jet airstrips at the La Paz El Alto Airport were inaugurated on August 3 with the landing of the first commercial jet plane.

IT'S SUMMERTIME in the Southern Hemisphere and roadbuilding season again in the Bolivian Andes.

Lebanese Government amends import duties

Import duties have been reduced on four items in the customs tariff of Lebanon, and increased on one item, according to the Lebanese Government.

Items on which duties were changed, and new ad valorem rates of duty (with previous rates in parentheses) are:

Cellulose acetate bands in rolls for making sound recording tapes, free of duty (11%); printed paraffin-coated cardboard for making sanitary containers, free of duty (25%); yarn or thread containing at least 80% by weight of coconut fibers or of other unspecified vegetable textile fibers, free of duty (25%); tubes, plates and tiles made of cement and similar materials, 25% (50%); and crystal glassware, 40% (35%).

Prior import licenses required in Colombia

All imports into Colombia, with the exception of those from LAFTA nations, now require prior import licenses issued by the Ministry of Foreign Commerce.

This is a temporary measure, remaining in effect until March 1. The reason given by the Government of Colombia for this action is the imminent promulgation of a new tariff schedule.

EXPORT NETWORK

U.S. businessmen in Europe are forming a network of export expansion councils to help the Department of Commerce promote exports of more American products.

Trade fair ship off again

52 automotive and service station equipment manufacturers have exhibits on board

The mobile trade fair is off again—on a three-pronged journey to dozens of ports in Europe, Africa and South America.

This time it's a joint venture sponsored by three U.S.-flag steamship companies—American Export Isbrandtsen Line, Grace Line and Farrell Line. The three joined forces recently as the Mobile Trade Fair, Inc.

Their first overseas shipment of industrial and product displays is now in Casablanca, the first of about a dozen stops at various seaports and inland cities. Other ports of call will be Beirut, Piraeus, Istanbul, Genoa, Milan, Turin, Marseilles, Barcelona, Seville and Lisbon.

Fifty-two automotive and service station equipment manufacturers are on board the exhibit ship.

American Export is sponsoring this trip on the *S.S. Independence*. After the tour, a trip to southern Africa will be taken on Farrell Line vessels. U.S. businessmen then will get a chance to spread the word about their products in South America via Grace Line.

The ship bound for the Mediterranean pulled out of New York Dec. 10, two days after American Export Isbrandtsen sponsored a luncheon on board ship for the 52 exhibitors.

Techniques 'unlimited'

Eugene M. Braderman, Director of the Bureau of International Commerce, praised the mobile trade fair program at the luncheon. He said the techniques that can be used in this program "are virtually unlimited."

He used the luncheon platform to push strongly for more U.S. exports. "We support all solid efforts to promote exports," he said, and the U.S. is selling more than ever now but "we are still not hitting our potential," he said.

Stops in southern Africa will include Capetown, Port Elizabeth, East London, Durban, and Johannesburg, Republic of South Africa; Lourence Marques and Beira, Mozambique; and Salisbury, Southern Rhodesia.

The trip to South America will include stops in Valparaiso and Santiago, Chile; Lima, Peru; Guayaquil, Ecuador; Cali and Bogota, Colombia; Panama City, Panama; and Caracas, and Valencia, Venezuela.

Length of time in each port will be from three to six days.

Old, old story

The mobile trade fair story, which can be traced back to the ancient camel caravans of pre-biblical days, began for the United States in 1960 when Isbrandtsen Line, then separate from American Export Lines, sponsored a series of displays of U.S. products in various ports around the world.

Congress later authorized $500,000 in U.S. funds to help defray the costs in sponsoring similar trade tours.

The Delta Line last year sent a combination vessel to South America. U.S. industrial goods were featured on the voyage.

A "flying trade fair" last fall added its effort to the campaign to sell more U.S. products abroad. A plane, christened "Yankee Peddler," toured seven European countries, stopping in 11 cities in 28 days.

The airborne fair was staged by Global Presentations, Inc., for the Greater Hartford (Conn.) Chamber of Commerce. Fifteen exhibitors displayed merchandise including electric baseboard-heating equipment, drafting and engineering supplies, relays and timing devices for aircraft, book-binding machinery, dental supplies and machine parts.

Additional information about international trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Dozens of participants in the mobile trade fair program have voiced favorable opinions about the effectiveness of the exhibits.

Below are a few of the comments.

"Mobile trade fairs are a boon to all U.S. manufacturers, but to a small company like ours it is indeed a wonderful means to display our products throughout the world. It would be impossible otherwise."—Peerless Instrument Co., Chicago.

"This system of displaying products should appeal to a majority of U.S. manufacturers since the one display can be shown to several market areas whereas 'static' displays are confined to its one location."—Oshkosh Motor Truck Inc., Oshkosh, Wis.

"A potential customer in Hong Kong saw our product in action and knew he should have it. We sold a Hyster Challenger lift truck absolutely as a result of the fair. The price of this truck was $11,500."—Hyster Co., Peoria, Ill.

U.S. manufacturers invited to trade fair in Uganda

U.S. manufacturers have been invited to participate in the Uganda international trade fair scheduled in Kampala Feb. 8-28.

Although there will be no official U.S. participation, the Bureau of International Commerce feels the chances for selling in Uganda are good and should improve next year.

In 1962, U.S. exports to the African nation totaled $2.8 million, mostly in agricultural and other machinery. U.S. imports that year were valued at $28 million—primarily coffee, tea and metalliferous ores.

The United Kingdom has been the main supplier of goods to Uganda, far ahead of the nearest competitor, Japan.

Uganda, which became independent in October 1962, has an area of 91,134 square miles. Principal mineral resources are copper, tin, gold, phosphates and salt.

SHOES AND LEATHER

The 6th Shoe and Leather Exposition will be held in Athens, Greece, March 20-28. Any U.S. firm in the leather industry or trade may exhibit at the event. **Write:** Greek Shoe and Leather Association, 64 Panepistimiou St., Athens, Greece.

MILLIONS WILL ATTEND

International trade fairs

Semi-annual list of world-wide trade fairs lists many new sales opportunities

U.S. firms are provided with a unique opportunity to expand their exports, or enter the foreign market, through exhibiting in trade fairs planned for the coming months. The Commerce Department's Bureau of International Commerce (BIC) has background information about these fairs, and is in a position to assist U.S. businessmen in planning their exhibits.

Information available from BIC includes preliminary and final reports on fairs, rules and regulations for exhibiting, illustrated brochures and official fair catalogs which list exhibitors.

The fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified, the fairs are held annually, are scheduled for 1965, and the management office is located in the host city. Tentative U.S. Government participation by the Commerce Department is shown.*

Information is taken from latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

Further information regarding these fairs may be obtained from BIC–8190, Department of Commerce, Washington, D.C. 20230.

Australia

Adelaide

Feb. 19-27. Adelaide Homes & Building Exhibition. RAS Showground, Box 4180, Sydney.

April 2-26, 1969. Royal Adelaide Exhibition. 12 Pirie St. General. Every five years.

Adelaide Royal Show. *Date not set.* Agricultural. RAS Showground, Box 4180 G.P.O., Sydney.

Brisbane

March 5-13. Homes & Building Exhibition. Box 48 G.P.O.

Aug. 5-14. Agricultural, Industrial, & Motor Show. G.P.O. Box 122B.

Melbourne

Feb. 27-March 7. Commonwealth Mining & Metallurgical Congress. 399 Little Collins St.

March 4-20. Australian Industries Fair. Victorian Chamber of Manufacturers.

March 31-April 10. Ideal Home Show. 110 Jolimont Rd. Semi-annual.

July 22-31. National Boat Show & Water Sports Exhibition. 392 St. Kilda Rd., Box 2689.

Aug. 9-14. Melbourne Engineering Exhibition. Suite 12, 33 Queens Rd. Biennial.

Oct. 4-9. Australian Printing & Packaging Exhibition. 392 St. Kilda Rd.

March 2-19, 1966. Melbourne Int'l Trade Fair. Melbourne Chamber of Commerce, 90 William St.

Perth

Feb. 4-10. Motor Show. 111 Hay St.

March 25-April 3. Perth Homes & Industrial Fair. 254 Adelaide Terrace.

May 18-22. Engineering Exhibition. 254 Adelaide Terrace.

Perth Royal Show. *Date not set.* Agricultural. 9 Howard St.

Sydney

May 17-21. Surgical & Anaesthetic Instruments & Equipment Exhibition. Royal College of Surgeons, 145 Macquaire St.

July 19-31. Machine Tool Exhibit. Sydney Chamber of Commerce, Commerce House, 161 Clarence St.

Aug. 20-28. Sydney Homes Exhibition. G.P.O. Box 4962.

Oct. 19-30. Sydney Industries Fair. RAS Showgrounds, Box 4180, G.P.O. biennial (held alternately with Sydney Engineering Exhibition).

National Hospital Equipment & Supplies Exhibition. *Date not Set.* Box 4180, G.P.O.

Sydney Engineering Exhibition. *Date not set;* next show 1966. Box 4180, G.P.O. biennial.

Victoria

March 4-8. Central & Northern Victoria Int'l Trade Fair. Rotary Club, Bendigo, Victoria, Australia.

Austria

Dornbirn

July 17-25. Int'l Export & Trade Fair. Realschulstrasse 6. Textiles, textile machinery, chemicals.

Graz

Graz Southeastern Fair. *Date not set.* Conrad Hoetzendorf Strasse 67. Semi-annual.

Innsbruck

Export & Samples Fair. *Date not set.* Hotel, restaurant, tourism. Maria Theresienstrasse 47.

Klagenfurt

Aug. 5-15. Klagenfurt Fair. Timber. Valentin Leitgebstrasse 11.

Ried

Aug. 28-Sept. 5. Austrian Agricultural Fair. Hauptplatz, Rathaus. Biennial. (Held alternately with Wels.)

Vienna

March 14-21. Int'l Spring Fair. Messepalass 1. General.

Sept. 12-19. Int'l Fall Fair. Messepalass 1. General.

Wels

Agricultural Fair & Festival. *Date not set.* Hauptplatz, Rathaus. Biennial. (Next show in 1966—held alternately with Ried.)

Belgium

Brussels

Jan. 10-17. Leather Goods Exhibition. 52 rue du Progres.

Jan. 10-17. European Ladies Fashion Exhibition. 52 rue du Progres.

Feb. 6-14. Building Exhibition. 19 avenue du Boulevard.

Feb. 27-March 6. Int'l Exhibition of Gardening. 14 rue Duquesnoy.

March 5-14. Int'l Inventors Show. 70 rue de Livourne.

April 30-May 11. Brussels Int'l Trade Fair. Palais du Centenaire.

Sept. 3-12. European Machine Tool Exhibition. 21 rue des Drapiers.

Nov. 6-13. Int'l Hospital Equipment Exhibition. 171 avenue du Domaine. Biennial.

Int'l Motor & Cycle Show. *Date not set.* 41-42 boulevard Bischofshein.

Int'l Agricultural Equipment & Products Show. *Date not set.* 34 rue du Progres.

Holiday Show. *Date not set.* 24 avenue Ch. Brassine.

Commercial Trade Fair Exhibition Program 1965

Utrecht	Royal Netherlands Industries Fair—Industrial, Commercial and Domestic Gas Equipment	**March 8-16**
Tokyo	International Trade Fair—Leisure Goods and Equipment	**April 16-May 6**
London	International Engineering Exhibition—Factory Modernization Equipment	**April 21-30**
Frankfurt	Interstoff—Trade Fair for Apparel Textiles	**May 25-28**
Barcelona	International Samples Fair—hand powered tools, light machine tools and metalworking machinery	**June 1-15**
Cologne	International Meat Industry Supply Exhibition	**July 3-11**
Basel	International Exhibition of Industrial Electronics (Electronic components)	**Sept. 7-11**
Essen	Trade Fair for Welding and Cutting	**Sept. 25-Oct. 3**
Stockholm	Technical Fair (Materials Handling and Conveying Equipment)	**Oct. 1-7**
Dusseldorf	International Congress and Exhibition for Instrumentation and Automation (Interkama)	**Oct. 13-19**
Utrecht	Machinery & Equipment Fair—MACHEVO (Machinery, Apparatus and Instruments for Chemical, Foodstuffs and Beverage Industries	**Oct. 13-20**

Heating Appliances Exhibition. *Date not set.* 34 rue du Progres.

Int'l Food & Home Exhibition. *Date not set.* 10 place de Brouckere, E/V.

Charleroi

Int'l Technical & Industrial Exposition. *Date not set.* avenue de l'Europe. Biennial. (Next show to be held in 1966.)

Ghent

Jan. 29-Feb. 2. Int'l Trade Fair of Textile & Clothing—TEXTIRAMA. 44 Koning Leopold 11 laan.

Oct. 21-31. Int'l Plastics Fair—EUROPLASTICA. Palais des Floralies, Parc Gand.

Int'l Trade Fair. *Date not set.* Palais des Floralies. General.

Liege

April 3-11. Int'l Exhibition of Store, Office & Warehouse Equipment—EUROCLAM '65. 96 boulevard de la Sauveniere.

Int'l Trade Fair. Mining and industrial machinery. *Date not set.* 6 avenue Malvoz.

Canada

Montreal

Feb. 12-18. National Agricultural Exhibition. 10819 St. Denis St.

Feb. 15-19. Canadian Sports Goods & Cycle Ass'n Show. 11580 Poincare St.

Feb. 22-26. Canadian Toy Fair. Room 1307, 67 Yonge St., Toronto 1.

March 8-11. Montreal Spring Gift Show. Seccombe House, 443 Mt. Pleasant Rd., Toronto 7.

April 1-4. British Motor Show. c/o Coke, Toledo Motors, 2134 St. Catherine St. West.

April 21-23. Hospital Suppliers Exhibition. P.O. Box 116, Rosemont, Montreal.

April 25-28. Grocery & Supermarket Show. 481 University Ave., Toronto 2.

Aug. 23-26. Montreal Fall Gift Show. Seccombe House, 443 Mount Pleasant Rd.

Oct. 3-6. Canadian Shoe & Leather Fair. 2081 Aylmer St.

Quebec Boat Show. *Date not set.* 92 King St. East, Toronto 1.

11 fairs in '65 selected for U.S. trade promotion

Commerce to stage export drives in areas with greatest potential for U.S. sales, fair list shows

The Bureau of International Commerce (BIC) will stage U.S. export promotion exhibitions at 11 overseas trade fairs during 1965, in its campaign to help U.S. manufacturers take advantage of overseas sales opportunities.

Four international trade fairs in West Germany and two in the Netherlands have been chosen for 1965 exhibitions. England, Switzerland, Sweden, Spain, and Japan will be the sites of the others.

Electronic equipment, clothing, textiles, industrial and commercial gas equipment, meat processing machinery, welding equipment, leisure goods, automatic measuring devices, and various other types of equipment, are among the American-made products to be shown.

The commercial exhibitions will give U.S. manufacturers an opportunity to test foreign consumer reaction to their products. In addition to direct sales potential, these commercial exhibitions give U.S. businessmen an opportunity to set up foreign dealerships or licensing arrangements for the manufacture of their products.

U.S. exports promotion exhibitions are staged where the most favorable sales opportunities exist for U.S.-made products. Comprehensive market surveys are carried out before the exhibitions to determine goods with greatest sales potential.

During the past two years, the BIC has staged U.S. export promotion exhibits at 21 international trade fairs. Some 600 firms taking part in these shows reported sales exceeding $64 million.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, or contact any of the Department's 42 Field Offices.

Heating, Refrigeration & Air Conditioning Show. *Date not set.* Box 602, St. Laurent, P.Q.

Feb. 21-25, 1966. Canadian Toy Fair. Room 1307, 67 Yonge St., Toronto 1.

May 17-20, 1966. Canadian Plant Engineering & Maintenance Show. 481 University Ave., Toronto 2.

Oct. 2-5, 1966. Canadian Shoe & Leather Fair. 2081 Aylmer St.

Feb. 27-March 3, 1967. Canadian Toy Fair. Room 1307, 67 Yonge St., Toronto 1.

April 28-Oct. 27, 1967. Canadian Universal & Int'l Exposition. Place Ville-Marie.

Oct. 1-4, 1967. Canadian Shoe & Leather Fair. 2081 Aylmer St.

Toronto

Jan. 27-30. Canada Farm & Industrial Equipment Trade Show. 4881 Yonge St., Ontario.

Feb. 5-13. Canadian Boat Show. 85 King St. East.

Feb. 8-11. Canadian Hardware Show. 290 Merton St.

Feb. 22-25. Toronto Spring Gift Show. Seccombe House, 443 Mt. Pleasant Rd.

March 12-20. Canadian National Sportsmen's Show. 85 King St. East.

March 22-25. Canadian Restaurant Assn. Convention & Exhibition. 60 Avenue Rd.

April 2-10. National Home Show. 1819 Yonge St.

April 5-6. Industrial Safety Equipment Exhibition. 90 Harbour St.

May 3-7. National Industrial Production Show. 481 University Avenue. Biennial.

Sept. 20-23. Toronto Fall Gift Show. 443 Mt. Pleasant Rd.

Oct. 4-6. Canadian Electronics Conference. 1819 Yonge St. Biennial.

Oct. 13-16. Canadian Graphic Arts Show. 481 University Ave.

Industry Accident Prevention Exhibition. *Date not set.* 90 Harbour St.

National Heating, Refrigeration & Air Conditioning Show. *Date not set.* 745 Mt. Pleasant Rd.

Canadian National Exhibition. *Date not set.* Administration Building, Exhibition Park.

May 2-5, 1966. Plastics Show of Canada. 481 University Ave. Biennial.

Vancouver

March 29-31. Vancouver Hardware & Gift Show. Seccombe House, 443 Mt. Pleasant Rd., Toronto 7.

Aug. 21-Sept. 6. Pacific National Exhibition. Exhibition Park.

Ceylon

Colombo

*Jan. 15-Feb. 14.** Ceylon Industrial Exhibition. 48 Sri Jinaratana Rd.

Czechoslovakia

Brno

Sept. 12-26. Int'l Trade Fair. General. Brno-Vystaviste, Praha 3, Vaclavske Nam. 57.

Denmark

Aalborg

April 1-4. Sail Boat Show. 17 Vesterbro.

May 5-9. Scandinavian Hardware Trade Fair. 17 Vesterbro.

Aug. 12-15. Modern Furniture Trade Fair. 8 Moensgade, Aarhus C.

Sept. 4-12. Building & Construction Exhibition. 17 Vesterbro.

Copenhagen

Feb. 4-7. Danish Gift Show. 44 Vodroffsvej.

Feb. 19-28. Int'l Exhibition for Automobile Repair & Workshop Equipment. 1 Julius Thomsens Plads.

Feb. 27-March 2. Danish Men's Fair. Dansk Textil Messe, 1 Mindegade, Herning.

March 5-14. Her World. House furnishings, food products, clothing, beauty preparation, and leisure items. 29 Skindergade.

March 5-14. Scandinavian Boat Show. 29 Skindergade.

March 6-8. Danish Footwear Exhibition. Dansk Skomoderaad, 34 Norre Voldgade.

March 19-24. Danish Fashion Week. Dansk Textile Messe, 1 Mindegade, Herning.

March 26-April 4. International Toy Exhibition. Forum A/S. Jul., Thomsens Plads.

April 23-May 2. Int'l Packaging Fair —NORDPACK. 17 Blaagaardsgade.

May 11-16. Int'l Hospital Equipment Exhibition. Fyens Forum A/S, Odense.

Aug. 23-28. Int'l Council for Building Research Studies & Documentation. 19 Sankt Peders Straede.

Sept. 3-12. Rationalization Fair. 17 Blaagaardsgade.

Oct. 9-11. Danish Footwear Exhibition. Dansk Skomoderaad, 34 Norre Voldgade.

Oct. 15-24. Int'l Hotel & Catering Fair. 1 Julius Thomsens Plads.

Oct. 15-24. Copenhagen Trade Fair. 2 Trommesalen.

Oct. 15-31. Cabinet Makers Ass'n Exhibition. 41 Gronnegade.

Frederica

May 20-23. Furniture Fair. 174 Norebrogade.

Herning

March 12-16. Danish Textile Fair. 1 Mindegade.

April 14-19. "A Vacation for All" Exhibition. Herning-Hallen, A/S, 26 Ostergade.

May 25-30. Shop Equipment Exhibition. Herning-Hallen A/S.

Sept. 2-12. Crafts & Industry Exhibition. Herning-Hallen A/S, 26 Ostergade.

Oct. 22-31. Danish Horticultural Show. Herning-Hallen A/S.

Odense

Oct. 15-24. Industrial Trade Fair. Fyens Forum.

Ecuador

Quito

*June.** U.S. solo exhibit. Office of Int'l Trade Promotion, U.S. Dept. of Commerce, Washington, D.C. 20230.

El Salvador

San Salvador

Nov. 5-Dec. 4. El Salvador Int'l Fair. Fair Management.

Finland

Helsinki

Feb. 12-21. Boat & Camping Exhibition. Suomen Messut, Toolo, Helsinki.

April 7-11. Heating, Plumbing, & Air Conditioning Trade Fair-LVI. Satakunnan Messut, Helsinki.

Sept. 17-26. Finnish Trade Fair. Toolo, Helsinki.

September 1966. Int'l Trade Fair. General. Toolo, Helsinki. Biennial.

Joensuu

Aug. 14-22. North Karelian Trade Fair. Chamber of Commerce, Joensuu, Karjalantalo.

Pori

June 13-20. Satakunta Trade Fair. Satakunnan Messut.

Salo

July 30-Aug. 8. Salo Trade Fair. Salon Seudun Elinkeinomessut, Salo.

France

Avignon

April 24-May 2. Avignon Spring Fair. General. 46 avenue Jean-Jaures.

Besancon

Int'l Timepiece Exhibition. *Date not set.* Chambre de Commerce, 54 Grande rue.

BUYERS AND SIGHTSEERS, armed with briefcase and camera, visit the U.S. pavilion at the 1964 Vienna Fair. The terrace is outside the U.S. exhibit offices.

Bordeaux

June 17-28. Int'l Trade Fair. General. 12 place de la Bourse.

Cannes

May 25-June 4, 1966. Int'l Salon of Light Airplane. 18 boulevard Maillot.

Dijon

Oct. 29-Nov. 11. Dijon National Fair. boulevard de Champagne.

Grenoble

March 28-April 1. Int'l Salon of Winter Sports. Park Paul-Mistral.

Lille

April 24-May 9. Int'l Trade Fair. General. Grand Palais.

Limoges

May 19-31. Limoges Exposition & Trade Fair. General. 52 rue Montmoiller.

Lyon

Feb. 21-27. Int'l Toy Salon. Quai Achille-Lignon.

March 20-29. Int'l Trade Fair. General. Quai A. Lignon.

Oct. 2-5. Int'l Furniture Salon—MEUROPAM. Consumer furniture items. Palace of Engineering, Quai A. Legnon. (held concurrently with the PRO-MEUROPAM.)

Oct. 2-5. Int'l Furniture Salon—PRO-MEUROPAM. Furniture supplies and equipment. Palace of Engineering, Quai A. Legnon. (held concurrently with the MEUROPAM.)

Marseille

April 1-12. Salon Nautique. Parc Chanot.

Sept. 23-Oct. 4. Int'l Trade Fair. General. Parc Chanot.

Metz

Sept. 23-Oct. 10. Int'l Trade Fair. General. 1 avenue de l'Amphitheatre.

Montpellier

Oct. 9-19. Int'l Vine & Wine Fair. 11 bis rue de la Loge.

Nancy

May 9-16. Int'l Materials Show for Butchers—SIBACS. 7 rue des Dominicains, B.P. 593.

June 3-14. Nancy Trade Fair. 9 rue des Dominicains.

Nice

March 4-15. Int'l Fair of Nice. Tourism. 8 place Massena.

Oyonnax

May 26-June 1. Int'l Plastics Fair. Hotel de Ville.

May 25-31, 1966. Int'l Plastics Fair. Hotel de Ville.

Paris

Jan. 7-17. Int'l Pleasure Boat Show. 149 rue St.-Honoré.

Jan. 17-25. Commercial & Professional Exhibition of Art Workshops. 13 rue des Petites Ecuries.

Jan. 17-25. Jewellery & Goldsmith's Arts & Fancy Goods. 10 rue Charlot. Semi-annual.

Jan. 22-27. Int'l Furniture Fair. 22 avenue Franklin Roosevelt.

Feb. 12-16. Int'l Clothing & Knitwear Industries Equipment Show. 40 rue du Colisee.

Feb. 14-16. European Men's & Boys' Apparel Show. 8 rue de Richelieu.

Feb. 22-March 14. Domestic Arts Exhibition. 15 avenue de la Division Leclerc a Puteaux.

March 1-21. Ideal Home Exhibition. 15 avenue de la Division Leclerc a Puteaux.

March 5-14. Int'l Agricultural Machinery Show. 95 rue St. Lazare.

March 11-17. Int'l Sound Festival & High Fidelity Show. 16 rue de Presles.

April 8-12. Int'l Fur Industries Show. 36 avenue de l'Opera.

April 8-13. Int'l Electronic Components Show. 23 rue de Lubeck.

April 17-May 2. Camping & Sporting Goods Exhibition. 60 rue de la Victoire.

April 21-May 2. Int'l Chemical Exhibition. 28 rue St. Dominique.

April 24-29. Women's Ready to Wear Show. 23 rue Notre-Dame-Des Victoires.

May 18-27. Int'l Exhibit on Hydraulic & Pneumatic Systems. 40 rue du Colisee.

May 18-27. Int'l Exhibit of Handling Devices. 40 rue du Colisee. Biennial.

May 20-31. Int'l Pleasure Boat Show. Port Debilly, Face Av 32 avenue de New York.

May 20-31. Int'l Trade Fair. 23 rue Notre Dame des Victoires.

June 10-21. Int'l Aeronautic Exhibition. 6 rue Galilee. Biennial.

June 18-27. Int'l Paper, Printing & Allied Trades Equipment Exhibition. 40 rue du Colisee.

June 19-25. Int'l Exhibition of Glassware, Earthenware, Crystalware, & Chinaware. 32 rue de Parades.

Sept. 9-19. Int'l Radio & Television Exhibition. Porte de Versailles.

Sept. 10-15. Int'l Leather Exhibition. 2 rue Edouard VII.

Sept. 12-15. Int'l Confectionery Show. 48 avenue de Villiers.

Sept. 12-20. Jewellery & Goldsmith's Arts & Fancy Goods. 10 rue Charlot. Semi-annual.

Oct. 2-11. Int'l Retail Trades Equipment Show. 42 rue du Louvre.

Oct. 7-17. Int'l Automobile & Cycle Show. Grand Palais Porte J.

Oct. 14-23. Int'l Office Equipment Fair. 6 place de Valois.

Oct. 14-25. Int'l Technical Exhibition of Hotel & Catering Equipment. 13 rue de Liege.

Oct. 23-26. Camping & Fishing Int'l Exhibition. 149 rue St. Honore.

Oct. 31-Nov. 14. Children's Show. 11 rue Anatole de la Forge.

Nov. 5-15. Int'l Laundry, Dyeing & Dry Cleaning Equipment Exhibition. Teinturerie 80 boulevard Malsherbes. Biennial.

Nov. 6-11. Women's Ready to Wear Show. 23 rue Notre-Dame-Des Victoires. Semi-annual.

Nov. 18-28. Int'l Building Exhibition—BATIMAT. 1 avenue Niel. Biennial.

French Biennial Machine Tool Exposition. *Date not set; next show 1966.* 40 rue du Colisee. Biennial.

Int'l Bottling Equipment & Related Industries Exhibition. *Date not set; next show 1966.* 3 rue La Boetie. Biennial.

Int'l Dairy Equipment Show. *Date not set; next show 1966.* 3 rue La Boetie. Biennial.

Int'l Exhibition of Equipment for the Food Industries. *Date not set; next show 1966.* 42 rue du Louvre. Biennial.

Int'l Exhibition of Public Works & Construction Equipment—EXPOMAT. *Date not set; next show 1966.* 1 avenue Niel. Biennial.

Int'l Packaging Exhibition. *Date not set; next show 1966.* 40 rue du Colisee. Biennial.

Mechanical & Electrical Machinery & Plant Equipment. *Date not set; next show 1966.* 40 rue du Colisee. Biennial.

Strasbourg

Sept. 2-13. The European Fair. 29 avenue Franklin Roosevelt.

Toulouse

April 29-May 10. Toulouse Exposition & Trade Fair. 2 bis rue d'Alsace-Lorraine.

Germany

Berlin

Jan. 29-Feb. 7. Agricultural Machinery Fair—GREENWEEK. Hammarskjoldplatz 1-7.

Feb. 23-27. Dairy & Food Fair. Friedrichstrasse 31.

Feb. 26-March 7. Int'l Boat Show & Water Sports Exhibition. Hammarskjoldplatz 1-7.

Aug. 28-31. German Soap Fair. 5-15 Masurenalle, Berlin-Charlottenburg 9.

Sept. 25-Oct. 10. German Industries Exhibition. Hammarskjoldplatz 1-7.

Cologne

Jan. 4-8. Int'l Millinery Exhibition—IFADA. Schildergasse 41-45.

Feb. 18-21. Int'l Household Goods & Hardware Fair. P.O. Box 140. Semi-annual.

April 23-25. Int'l Babies' & Children's Fair. P.O. Box 140. Semi-annual.

June 24-27. Int'l Furniture, Upholstery, & Wood Processing Industries Suppliers Fair. Postschliebfach Nr. 1. Biennial.

July 3-11. Int'l Butchers Fair—IFFA. P.O. Box 140.

Aug. 27-29. Men's Fashion Week. P.O. Box 140.

Sept. 10-12. Int'l Household Goods & Hardware Fair. P.O. Box 140. Semi-annual.

Sept. 25-Oct. 3. General Provisions & Fine Foods Exhibition—ANUGA. Messegelande. Biennial.

Int'l Babies' & Children's Fair. *Date not set.* Fall fair. P.O. Box 140. Semi-annual.

Int'l Lingerie & Foundations Garments Trade Fair. *Date not set.* P.O. Box 140.

Int'l Furniture Supplies Show—APPROMEUBLE. *Date not set.* P.O. Box 140.

Int'l Fair for Sporting Goods, Camping Requirements—SPOGA. *Date not set.* P.O. Box 140.

Int'l Photographic & Motion Picture Exhibition—PHOTOKINA. *Date not set; next show 1966.* P.O. Box 140.

Int'l Furniture Fair. *Date not set; next show 1966.* P.O. Box 140. Biennial.

Dortmund

May 19-22. Hospital Equipment Exhibition. Rheinlanddamm 200, Postfach 1130.

Exhibition of Pre-fabricated Houses—FERTINGHAUS. *Date not set.* Westfalenpark.

June 3-11, 1967. Int'l School Exhibition. Schonhauser Str. 15.

Duesseldorf

March 21-24. Sales & Fashion Week of the Ladies' Outer Garments Industry—IVM. Messegelande G.m.b.H. Quarterly.

May 2-6. Sales & Fashion Week of the Ladies' Outer Garments Industry—IVM. Messegelande G.m.b.H. Quarterly.

Sept. 17-20. Sales & Fashion Week of the Ladies' Outer Garments Industry—IVM. Messegelande G.m.b.H. Quarterly.

Oct. 13-19. Int'l Congress & Exhibition of Measuring Instruments & Automation—INTERKAMA. Messegelande.

Nov. 7-11. Sales & Fashion Week of the Ladies' Outer Garments Industry—IVM. Messegelande G.m.b.H. Quarterly.

German Footwear Sample Display. *Date not set.* Messegelande. Semi-annual.

June 11-15, 1966. Int'l Fair of Shopfitting & Display. North German Exhibition & Fair Corp.

Int'l Packaging & Confectionery Machinery Fair—INTERPAK. *Date not set; next show 1966.* Ehrenhof 4.

Int'l Trade Fair for Plastics—KUNSTSTOFFE. *Date not set; next show 1967.* Ehrenhof 4.

Int'l Printing & Paper Fair—DRUPA. *Date not set; next show 1967.* Messegelande. Quadrennial.

Int'l Foundry Trade Fair—GIFA. *Date not set; next show 1967.* Ehrenhof 4.

Essen

Sept. 23-Oct. 3. Welding & Cutting Exhibition. Norbertstrasse 2. Irregularly.

Frankfurt

Feb. 21-25. Frankfurt Int'l Fair. General. P.O. Box 7726, Friedrich Ebert Anlage 57. Semi-annual.

March 28- April 4. Int'l Plumbing & Heating Goods. Messe- und Ausstel-

lungs G.m.b.H., Friedrich Ebert Anlage 57.

April 28-May 2. Frankfurt Fur Fair. Frankfurter Rauchwaren Messe G.m.b.H., Borsenstrasse 8.

May 25-28. Interstoff Fair.★ Clothing and textiles. Friedrich Ebert Anlage 57, P.O. Box 7726. Semi-annual.

Aug. 29-Sept. 2. Frankfurt International Fair. General. P.O. Box 7726, Friedrich Ebert Anlage 57. Semi-annual.

Sept. 16-26. Int'l Automobile Exhibition. Postfach 725347, Westendstrasse 51. Biennial.

Nov. 23-26. Interstoff Fair. Clothing and textiles. Friedrich Ebert Anlage 57, P.O. Box 7726. Semi-annual.

Int'l Book Fair. *Date not set.* P.O. Box 3914.

March 20-27, 1966. Gas Station & Garage INTERTAGE. Messe- und Ausstellungs G.m.b.H., Friedrich Ebert Anlage 57.

May 24-27, 1966. Interstoff Fair. Clothing and textiles. Friedrich Ebert Anlage 57, P.O. Box 7726. Semi-annual.

Nov. 29-Dec. 2, 1966. Interstoff Fair. Clothing and textiles. Friedrich Ebert Anlage 57, P.O. Box 7726. Semi-annual.

Friedrichshafen

May 21-30. Int'l Fair of Lake Constance. General. Int'l Bodensee-Masse G.m.b.H.

Oct. 1-10. Int'l Boat Exhibition. Margaretenstrasse 11.

Hamburg

Jan. 21-26. German Boat Exhibition. 2 Hamburg.

Feb. 13-14. North German Textiles & Clothing Fair. Planten un Blomen, Ausstellungspark der Freien und Hansestadt. Semi-annual.

March 11-17. National German Hotel & Catering Exhibition. Planten und Blomen, Ausstellungspark der Freien und Hansestadt.

March 25-28. Norh German Camping, Weekend, & Water Sports Exhibition. Planten un Blomen, Ausstellungspark der Freien und Hansestadt.

Sept. 11-12. North German Textiles & Clothing Fair. Planten un Blomen, Ausstellungspark der Freien und Hansestadt. Semi-annual.

Hannover

April 24-May 2. Hannover Fair. General. Messegelande.

Mainz

May 26-June 13. FERTIGBAU 65'. Prefabricated houses and components. P.O. Box 966, 65 Mainz.

Munich

March 18-28. Int'l Small Enterprise Fair. Handicrafts. 8000 Muenchen 12, 14 Theresienhohe.

March 20-28. German Construction Machine Exhibition—BAUMA. Muenchen 12, 18 Theresienhohe.

June 25-Oct. 3. Int'l Transportation & Communications Exhibition. Theresienhohe 14.

Sept. 17-26, 1966. Int'l Exhibition of Groceries & Delicatessen. 8 Muenchen 12, 13 Theresienhohe.

Nuernberg

Feb. 14-19. Int'l Toy Fair. 24 Berliner Platz.

Offenbach

Feb. 20-25. Int'l Leather Goods Fair. Kaiserstrasse 108. Semi-annual.

Aug. 28-Sept. 2. Int'l Leather Goods Fair. Kaiserstrasse 108. Semi-annual.

Saarbrucken

May 15-27. Int'l Trade Fair. General Messegelande, 66 Saarbrucken.

Stuttgart

April 7-11. Int'l Oil & Gas Heating Fair —INTHERM. P.O. Box 990.

Aug. 27-Sept. 5. German Radio Exhibition. P.O. Box 990.

Sept. 14-19. Int'l Dental Show & Congress. P.O. Box 990.

Oct. 22-Nov. 1. Int'l Hotel & Restaurant Trade Fair. P.O. Box 990. Triennial.

Wiesbaden

March 21-23. Int'l Sport Articles Special Fair. Langgasse 17, P.O. Box 2034.

Great Britain

Birmingham

Feb. 1-5. Hoteliers, Caterers & Catering Equipment Exhibition. 71 Broad St.

Feb. 12-27. Boat & Caravan Show. 167 Garrison Lane.

May 17-21. Business Efficiency Exhibition. 64 Cannon St., London, E. C. 4.

July 6-17. Do-it-Yourself Exhibition. Lintex, Ltd., 226 Grand Bldgs., Trafalgar Sq., London, W.C. 2.

Sept. 29-Oct. 23. Ideal Home Exhibition. Birmingham Post & Mail, Ltd., Cannon St.

Blackpool

Jan. 18-21. Int'l Slipper Fair. Spencer House, South Place.

Feb. 1-5. Int'l Gifts & Fancy Goods Fair. St. Dunstan's House, Carey Lane, London E.C. 2.

Feb. 16-18. Int'l Domestic Textiles Exhibition. Sunlight House, Quay St., Manchester 3.

Feb. 22-27. Northern Hotel & Catering Trades Exhibition. Bostel House, Brighton, Sussex.

SYRIAN CHECKS his eyesight with the vision tester shown at the U.S. exhibition last year in Damascus.

SHIRT-SLEEVED visitors crowd around the U.S. pavilion at last year's trade fair in Izmir.

March 20-23. Int'l Hairdressing Fair & Festival. St. Dunstan's House, Carey Lane, London, E.C. 2.
Oct. 19-23. Int'l Shoe Repairers' Exhibition. Spencer House, South Place, London, E.C. 2.

Brighton

Jan. 31-Feb. 4. British Toy Fair. 94 Hatton Garden, London.
March 1-4. Smallwares Trade Fair. 1, Dorset Buildings, Salisbury Sq., London.
April 5-10. Nuclear Int'l Exhibition & Conference. 147 Victoria Street, London, S.W. 1.
July 16-24. Antiques Fair. 174a Kensington Church Street, London, W. 8.
Aug. 12-20. Int'l Brewers & Allied Trades Exhibition. Viceroy House, 25 Ship St.
Sept. 28-Oct. 1. Medical Electronic & Instruments Exhibition. Ashbourne House, Alberon Gardens, London.

Harrogate

Jan. 9-15. Int'l Toy Fair. Finsbury Court, Finsbury Pavement, London E.C. 2.
April 26-29. Exhibition of Autumn Footwear. 22 Gilbert St., London W. 1.
July 13-15. Great Yorkshire Show. Shipton Rd., Cliftonfield, York, Yorkshire.
July 19-22. Gift Fair. Hagg St., Colne, Lancs.
Sept. 7-10. Northern Floor Coverings Fair. Commonwealth House, 1-19 New Oxford St., London, W.C.1.

Leeds

Feb. 18-27. Motorists' Fair. 71 Broad St., Birmingham 15.
May 1-15. Yorkshire Ideal Homes Exhibition. Queens Hall, Sovereign St.
Oct. 6-16. Yorkshire Food Fair. Queens Hall, Sovereign St.
March 21-26, 1966. Business Efficiency Exhibition. 64 Cannon St., London, E.C. 4

Leicester

May 3-7. Int'l Shoe Machinery Exhibition. Spencer House, South Place, London W.C. 2.

London

Jan. 5-15. National Camping & Outdoor Life Exhibition. Exhibition House, South Place.
Jan. 5-16. Int'l Boat Show. 44 Great Queen St.
Jan. 20-30. Int'l Holiday & Travel Exhibition. Exhibition House, Spring St.
Feb. 1-5. Int'l Hardware Trades Fair. 9 Castle Place, High Wycombe, Buckinghamshire.
Feb. 1-13. Int'l Furniture Exhibition. Commonwealth House, 1-19 New Oxford St.
Feb. 8-11. National Stationery & Allied Trades Fair. Lennox House, Norfolk St.
Feb. 8-12. Int'l Domestic Lighting Exhibition. 35 Dover St.
Feb. 8-12. Leather Goods, Luggage & Handbag Fair. 8 St. Thomas St.
March 1-5. Int'l Men & Boys' Wear Exhibition—IMBEX '65. Commonwealth House, 1-19 New Oxford St.
March 1-5. Int'l Carpet, Linoleum & Floor Coverings Fair & Carpet Production Exhibition. 1-19 New Oxford St.
March 2-27. Ideal Home Exhibition. Harmsworth House, Bouverie St.
March 8-11. Int'l Industrial Lubrication Exhibition. 3 Racquet Court, Fleet St.
March 8-12. Int'l Gift & Fancy Goods Exhibition. 35 Dover St.
March 15-19. Delicatessen Exhibition. 288 Regent St., Walmar House.
March 16-18. Int'l Exhibition of Product Styling. Bochym House, Lewis Lane, Chalfont St. Peter, Bucks.
March 22-26. Oil & Colour Chemists Ass'n Technical Exhibition. Wax Chandlers' Hall, Gresham St.
March 29-April 2. Laboratory Apparatus & Materials Exhibition. 3 Racquet Court, Fleet St.
April 5-8. European Do-It-Yourself Trade Fair. 52 Shaftesbury Ave.
April 21-30.★ London Int'l Engineering Exhibition. 1-19 New Oxford St. Biennial.
April 22-25. Int'l Audio Festival & Fair. 42 Manchester St.
May 13-19. Int'l Photo Fair. 52 Grafton Way. Biennial.
May 13-21. Int'l Construction Equipment Exhibition. 1-19 New Oxford St., Commonwealth House. Biennial.
May 17-20. Shopfitting & Self-Service Exhibition. Dorset House, Stamford St., S. E. 1.
May 18-21. Radio & Electronic Component Show. 9 Argyll St.
May 19-27. Int'l Packaging Exhibition. City Hall, Deansgate. Biennial.
May 24-27. Int'l Leather Fair. 23-25 Eastcastle St.
May 25-27. Footwear Components Exhibition. Commonwealth House, 1-19 New Oxford St.
May 27-June 2. World Fishing Exhibition. The Towers, Shepherds Bush Rd.
May 31-June 4. Int'l Hospital Equipment and Medical Services Exhibition. Walmar House, 288 Regent St.
June 9-24. Antique Dealers' Fair & Exhibition. Grosvenor House, Park Lane.
June 14-18. Int'l Filtration Exhibition. 10 Peaks Hill, Purley, Surrey.
June 16-26. Int'l Plastics Exhibition. Dorset House, Stamford St.
June 22-25. Transportation Engineering Conference and Exhibition. 34/40 Ludgate Hill.
July 8-17. Exhibition of Mining Machinery. 3/4 Clements Inn.
July 26-31. Int'l Security Exhibition. 3/4 Clements Inn.
Aug. 11-21. Int'l Sports Festival & Exhibition. Loyalty House, 7 Ship Tavern Passage.
Aug. 23-Sept. 4. National Radio & Television Exhibition. 59 Russell Square.
Sept. 3-18. Int'l Handicrafts, Homecrafts & Hobbies Exhibition. Dingwall Ave.
Sept. 7-11. Medical Exhibition. Walmar House, 288 Regent St. Biennial.
Sept. 13-17. Int'l Watch & Jewelry Trade Fair. Commonwealth House, 1-19 New Oxford St.
Sept. 13-18. Engineering Materials & Design Exhibition. Commonwealth House, 1-19 New Oxford St. Biennial.
Oct. 4-7. Shoes for Spring Exhibition. 22 Gilbert St.
Oct. 4-13. Business Efficiency Exhibition. 64 Cannon St.
Oct. 20-30. Int'l Motor Exhibition. Forbes House, Halkin St.
Oct. 26-29. Royal Dairy Show. 17 Devonshire St.
Nov. 15-19. British Sports & Trade Fair. Exhibition House, Spring St.
Nov. 15-20. Industrial Photographic &

TV Exhibition. Commonwealth House, 1-19 New Oxford St.

Nov. 15-20. Factory Equipment Exhibition. Commonwealth House, 1-19 New Oxford St.

Nov. 17-Dec. 1. Building Exhibition. 11 Manchester Square. Biennial.

Dec. 6-10. Royal Smithfield Show & Agricultural Machinery Exhibition. Forbes House, Halkin St.

Dec. 8-10. Int'l Poultry Show. Dorset House, Stamford St.

Jan. 18-27, 1966. Int'l Hotel & Catering Exhibition. 1 Dorset Buildings, Salisbury Square. Biennial.

March 23-30, 1966. Electrical Engineers Exhibition. Museum House, Museum St. Biennial.

May 2-11, 1966. Gauge and Tool Exhibition. Standbrook House, Old Bond St. Biennial.

May 10-20, 1966. Int'l Mechanical Handling Exhibition & Materials Handling Convention. Dorset House, Stamford St. Biennial.

June 15-24, 1966. Chemical & Petroleum Engineering Exhibition. Grands Building, Trafalgar Sq.

July 14-23, 1966. Laundry, Dry Cleaning & Allied Trades Exhibition. Commonwealth House, 1-19 New Oxford St. Every four years.

Sept. 23-Oct. 1, 1966. Int'l Commercial Motor Transport Exhibition. Forbes House, Halkin St. Biennial.

Manchester

March 9-27. Brighter Homes Exhibition. City Hall, Deansgate.

April 30-May 15. Int'l Homes Exhibition. 24 Manchester Rd., Bury, Lancashire. Biennial.

Sept. 28-Oct. 2. Electronics, Instruments & Components Exhibition. 78 Shaw Rd., Rochdale, Lancashire.

Nov. 2-13. Do-It-Yourself & Hobbies Exhibition. City Hall, Deansgate.

May 10-21, 1966. Grocers' and Allied Trades Exhibition. 393 Corn Exchange. Biennial.

Shipton Mallet

June 2-5. Bath & West Agricultural Show. 3 Pierrepont St., Bath, Somerset.

Greece

Athens

March 20-28. Sixth Shoe & Leather Exposition. 64 Penepistimiou St., 3rd Floor, Room 5.

Thessaloniki

Sept. 5-26. Int'l Fair of Thessaloniki. General. Thessaloniki.

Hong Kong

Hong Kong

Dec. 7, 1964-Jan. 18. Hong Kong Products Exhibition. 64-65 Connaught Rd. C.

Feb. 1-6. Fisheries Exhibition. Fisheries Research Station, Aberdeen.

Hungary

Budapest

*May 21-31.** Budapest Industrial Fair. Budapest Exhibition Office, Varosliget.

India

Ahmedabad

Jan. 14-March 11. National Agriculture Fair. Bharat Krishak Samaj, Ahmedabad, India.

Madras

Jan. 25-31. Indian Leather Fair. Fair Management, Madras.

Ireland

Dublin

Jan. 26-27. Irish Packaging Exhibition. 41 Wellington Place.

Jan. 26-30. Irish Hotel & Catering Trades Exhibition. Bostel House, Brighton, Sussex, London.

April 5-9. Irish Fashion Fair. Intercontinental Hotel.

May 4-8. Dublin Spring Show. General. Royal Dublin Society, Ball's Bridge.

Israel

Jerusalem

April 4-13. Jerusalem Int'l Book Fair. 34 Jaffa Rd.

Tel Aviv

June-July 1966. Near East Int'l Fair. General. P.O. Box 3259. Biennial.

Italy

Bari

September 10-23. Int'l Levant Fair. General. Ente Autonomo Fiera del Levante.

Bologna

May 8-22. Bologna Int'l Trade Fair. General. 49 Strada Moggiore.

Bolzano

September 17-27. Int'l Sample Fair. C.P. 297, Via Roma.

Florence

April 24-May 9. Int'l Handicraft Fair. Piazza della Liberta 1.

Genoa

February 6-21. Int'l Boat Show. Viale Delle Brigate Partiglane 18.

October 6-17. Int'l Communications Fair. Fair Management, Genoa.

October 6-17. Int'l Aeronautics Show. Fair Management, Genoa.

Messina

March 1-10. Exhibition of Leisure & Pleasure. Viale Liberta.

Int'l Samples Fair. *Date not set.* General. Viale della Liberta.

ONE FEATURE AT the Poznan fair in 1964 was the automobile display. A Jeep motor is closely examined.

Milan

January 23-27. Italian Leather Goods Show. Via Leopardi 14. Semi-annual.

February 6-13. Int'l Toy Show. Via Piatti 4.

April 14-25. Int'l Samples Fair. General. Via Domodossola.

June 26-30. Italian Leather Goods Show. Via Leopardi 14. Semi-annual.

October 9-17. Int'l Plastics Fair—Plast. Viale Teodorica 19.

Int'l Textile Market for the Clothing Trade—MITAM. *Date not set.* Galleria S. Babila 4/D. Semi-annual.

Padua

June 1-14. Int'l Samples Fair. General. Via N. Tommaseo, 59.

Palermo

May 22-June 6. Int'l Mediterranean Fair. General. Fair Management, Palermo.

Rome

June 18-29. Int'l Electronic & Nuclear Energy Exhibition & Congress. Via Crescenzio 9.

September 22-28. Int'l Congress & Exhibition of Radiology. Via Reno 21.

Trieste

June 21-July 5. Int'l Trade Fair. General. Viale Ippodrome 18.

Turin

March 14-28. Int'l Show of Household Equipment & Supplies. 15, Corso Massimo d'Azeglio.

May 22-June 6. Int'l Mountain Exhibition. Corso Galileo Ferraris 60. Biennial.

Sept. 3-6. Int'l Ready to Wear Clothing Mart—SAMIA. Corso Massimo d' Azeglio 15.

Sept. 18-30. Int'l Technical Exposition. Corso Galileo Ferraris 60.

June 4-12, 1966. Int'l Aeronautical Exhibition. Corso Massimo d' Azeglio, 15, 291, Boulevard Raspail. Biennial.

Italian Marketing Exhibition of High Quality Shoes and Leather Goods. *Date not set.* Via Santa Teresa 22.

Int'l Motor Show. *Date not set.* 61 Corso Galileo Ferraris.

Verona

Feb. 3-8. Int'l Exhibition of Earth-Moving & Building Machinery. Casella Postale 199, Vialedel, Lavoro.

Mar. 7-15. Int'l Agricultural Fair. Palazzo del Pallone.

Vicenza

Vicenza Fair. *Date not set.* Ente di Vicenza, 11 Mure, Porta Nuova.

Vigevano

Int'l Shoe Fair. *Date not set.* Via Dogana 1, Milan.

Japan

Osaka

Osaka Int'l Trade Fair. *Next show 1966; date not set.* General. Osaka Int'l Trade Fair Commission, Honmachi-Bashi, Higashi-ku. Biennial.

Tokyo

*April 16-May 6.** Tokyo Int'l Trade Fair. General. Tokyo Metropolitan Government, 1, 3-chome, Marunouchi, Chiyoda-ku. Biennial.

Kenya

Nairobi

*March 7-27.** U.S. solo exhibit. Office of Int'l Trade Promotion, U.S. Department of Commerce, Washington, D. C. 20230.

Sept. 29-Oct. 2. Royal Agriculture Show. P.O. Box 30176.

Korea

Seoul

*May.** U.S. solo exhibit. Office of Int'l Trade Promotion, U.S. Department of Commerce, Washington, D.C. 20230.

Libya

Tripoli

Feb. 28-March 20. Int'l Trade Fair. General. P.O. Box 891.

Luxembourg

Luxembourg

May 27-June 6. Int'l Trade Fair. General. Consumer Goods. Halls d'Exposition.

Morocco

Casablanca

April 29-May 16. Casablanca Int'l Fair. General. Rue Jules Mauran.

Netherlands

Amsterdam

Jan. 11-14. National Trade Fair for Hotel, Restaurant, Cafe & Associated Operations-HORECAVA. R.A.I. Gebouw, N.V., Europaplein 8.

Jan. 17-22. Farming Machinery Exhibition. R.A.I. Gebouw, N.V., Europaplein 8.

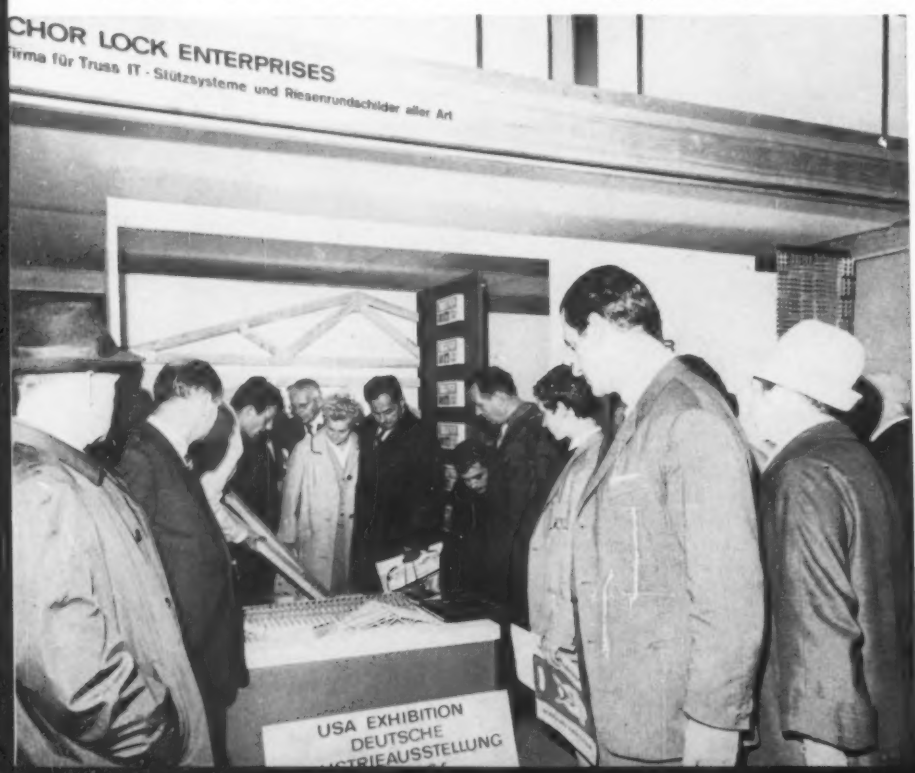
Jan. 29-Feb. 7. Exhibition of Caravans & Accessories. R.A.I. Gebouw, N.V., Europaplein 8.

Feb. 18-28. Int'l Automobile Show. R.A.I. Gebouw, N.V., Europaplein 8. Biennial.

March 12-21. Watersports & Camping Equipment Exposition. R.A.I. Gebouw, N.V., Europaplein 8.

April 2-11. Int'l Household Fair. No. 94, Gerrit van der Veenstraat.

THE ANCHOR LOCK ENTERPRISES exhibit is explained to a small group at the Industries Fair in Berlin.



May 14-23. National Book Exhibition. R.A.I. Gebouw, N.V., Europaplein 8.

Int'l Radio, Television, & Electronics Exhibition—FIRATO. Minervalaan 82. Biennial. *Next show 1965; date not set.*

Int'l Exhibition of Commercial Vehicles. R.A.I., Europaplein 8. Biennial. *Next show 1966; date not set.*

Agricultural Implement Exhibition. R.A.I. Gebouw, N.V., Europaplein 8. Biennial. *Next show 1966; date not set.*

Utrecht

Int'l Packaging Exhibition-MACROPAK. *Next show 1967; date not set.* c/o Royal Netherlands Industries Fair, Vredenburg, Utrecht.

Jan. 4-8. Winter Leather Goods & Luggage Fair. c/o Royal Netherlands Industries Fair, Vredenburg, Utrecht.

*March 8-16.** Int'l Spring Fair. General. c/o Royal Netherlands Industries Fair, Vredenburg. Semi-annual.

May 18-20. Self Service Exhibition. Kastanjelaan 53, Arnhem.

Sept. 6-14. Int'l Fall Fair. General. c/o Royal Netherlands Industries Fair, Vredenburg. Semi-annual.

Sept. 14-22. HET Instrument Fair. Sparrenlaan 2, Soest. Biennial.

Oct. 13-20. Machinery & Equipment Fair-MACHEVO. c/o Royal Netherlands Industries Fair.

Nov. 8-13. Furniture & Furnishings Trade Fair. c/o Royal Netherlands Industries Fair. Biennial.

Norway

Oslo

March 19-28. Boating for Everybody. Stortingst 12.

May 14-30. Int'l Shipping Fair. c/o Norges Varemesse, P.O. Box 130, Skoyen.

Trondheim

Aug. 19-29. Int'l Fisheries Fair. Norges Varemesse, P.O. Box 130, Skoyen.

Peru

Lima

Oct. 30-Nov. 14. Pacific Int'l Trade Fair. General. Apartado 4900. Biennial.

Poland

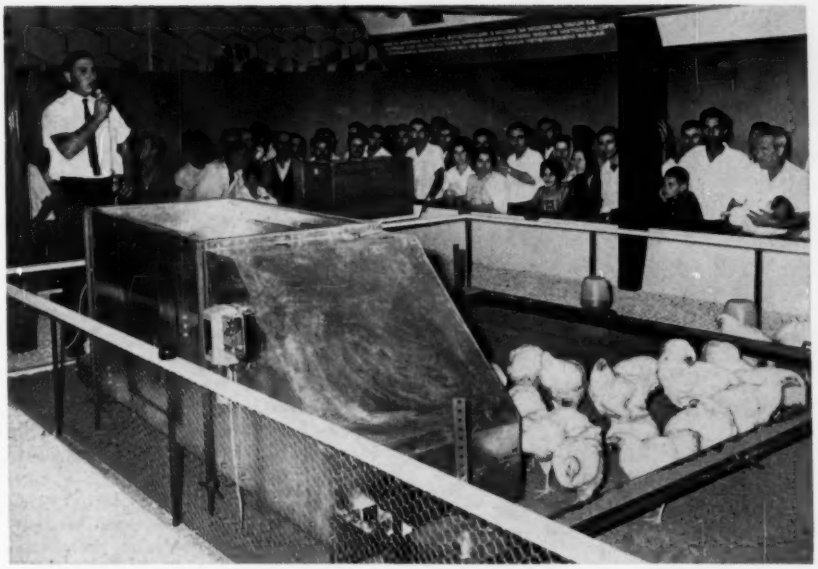
Poznan

*June 13-27.** Poznan Int'l Fair. General. Ul. Glogowska 14.

Portugal

Lisbon

June 9-23. Int'l Trade Fair. General. Portuguese Industrial Ass'n, Avenida de India.



AMERICAN HENS at the U.S. exhibit in Izmir last year pay scant attention to the people behind them.

Rhodesia

Bulawayo

April 29-May 8. Central African Trade Fair & Exhibition. General. P.O. Box 3384.

Scotland

Glasgow

Jan. 4-8. Planning Your Holidays Exhibition. Glasgow Evening Citizen, Albion St.

Feb. 16-20. Scottish Dairy Show. Glasgow Agricultural Society, 82 Gordon St.

March 20-27. Scottish Caravan Show. Lintex Ltd., 226 Grand Bldgs. Trafalgar Sq., London, Eng.

March 20-27. Scottish Camping Show. Lintex Ltd., 226 Grand Bldgs., Trafalgar Sq., London, Eng.

Sept. 7-11. National Domestic Heating & Insulation in the Home Exhibition. 11-13 Bridge St. W., Manchester, Eng.

Somalia

Mogadiscio

Sept. 28-Oct. 12. Int'l Somalia Fair. P.O. Box 27. Biennial.

South Africa, Republic of

Johannesburg

April 6-19. Rand Easter Show & Industrial Exhibition. General. P.O. Box 4344.

Pretoria

April 20-24. Int'l Exhibition of Industrial Design. South Africa Bureau of Standards, Private Bag 191, Pretoria.

Spain

Barcelona

Feb. 26-March 7. Int'l Nautical Fair. Ave. Maria Cristina.

June 1-15. Int'l Sample Fair. General. Palacio No. 1, Ave. Maria Cristina.

June 1-15, 1966. Int'l Samples Fair. General. Palacio No. 1, Ave. Maria Cristina.

Bilbao

March 3-12. Electric & Mechanical Handling Trade Fair. Aptdo. 468.

Aug. 11-31. Bilbao Trade Fair. General. National. Aptdo. 468.

March 3-12, 1966. Technical Machine Tool Fair. Aptdo. 468. Biennial.

Madrid

May 21-June 21. Int'l Rural Fair. Agricultural. Avenida de Portugal. Triennial.

Murcia

March 25-April 6. Int'l Canning Fair. Fair Management.

Seville

April 10-30. National Samples Fair. Plaza Triumfo 7.

Valencia

May 1-15. Int'l Samples Fair. General. Llano del Real, 2, Aptdo. 476.

RECEPTION IN U.S. pavilion whets businessmen's appetite at Vienna international fair last year.

Sweden

Goteborg

January 20-24. Scandinavian Lighting Fair. Svenska Massan.

Feb. 11-21. Int'l Swedish Boat Show. Kristellvagen 9, Hagersten.

May 7-16. Int'l Swedish Industries Fair. General. Postgiro 12484.

June 11-18. "Road '65" Exhibition. Nordic Road Technical Ass'n, Kungsportsavenyn 2.

Sept. 4-12. Household of Today. Svenska Massan, Box 3067.

Jonkoping

June 3-13. European Agricultural & Industrial Fair—ELMIA. Elmia's Sekretariat, Rosenlundshallen.

Malmo

Jan. 23-31. Malmo Int'l Boat Show. AB Malmo Batutstallning, Box 10, Kullavik.

June 4-13. Swedish Samples Fair. P.O. Box 19015.

Stockholm

Feb. 4-7. Swedish Furniture Exhibition. Storangsvagan 18.

Feb. 19-28. Caravan Exhibition. Storangsvagan 18.

March 2-4. Shoe Fair. Konstnan Lennart Falkhufvud, Olaigatan 13, Orebro.

March 19-28. Int'l Boat Show. "Allt fir Sjon" Fack, Stockholm 28.

June 16-24. Int'l Hospital Exhibition. Storangsvagan 18.

Aug. 31-Sept. 11. St. Erik's Fair. Consumer goods. Lindingovagen 16-18.

Oct. 1-7. Technical Fair. Capital goods only. Lindingovagen 16-18.

Switzerland

Basel

March 1-7. Int'l Exhibition on the Purification of Water & Waste Water. Pro Aqua Ltd., Basel 21.

April 24-May 4. Swiss Industries Fair. General. Societe Cooperative Foire Suisse d'Echantillons.

June 11-15. Instruction, Teaching & Learning Systems Exhibition—DIDACTA. Schweizer, Mustermesse.

Aug. 29-31. Int'l Hardware Trade Exhibition—INTERFEREX. Interferex ag, Talstrasse 66, 8001 Zurich.

Sept. 7-11. Int'l Exhibition of Industrial Electronics—INEL, Schweizer Mustermesse, P.O. Box 4001 Basel. Biennial.

June 24-28, 1966. Instruction, Teaching & Learning Systems Exhibition—DIDACTA. Schweizer Mustermesse.

Sept. 8-14, 1966. Int'l Nuclear Industries Fair. Secretary, Nuclex 66, Basel.

Oct. 17-22, 1966. Int'l Congress & Exhibition of Laboratory, Measurement & Automation Techniques in Chemistry—ILMAC. Schweizer Mustermesse.

Bern

Nov. 11-21. Modern Living—Mowo. Thunstrasse 72.

Geneva

March 11-21. Int'l Automobile Show. 5 rue Jacques-Balmat.

Lausanne

Feb. 27-March 7. Int'l Tourism & Sports Exhibition. 2 Ave. Agassiz, 1000 Lausanne.

Sept. 11-26. Swiss National Fair. 64, Ave. de Bellerive.

Montreux

April 17-22. Int'l Television Equipment Trade Fair. P.O. Box 97.

Zurich

Feb. 25-March 2. Int'l Cycle & Motor Show. Nordstrasse 20.

March 18-22. Int'l Trade Fair for Medical & Hospital Equipment. Platteustrasse 44.

March 26-April 4. Heating, Insulation, Air Conditioning, Sanitary & Automation Exhibition—HILSA. Nordstrasse 20.

Aug. 26-31. Radio & TV Exhibition—FERA. Edenstrasse 20.

Sept. 23-Oct. 3. Harvest Show—ZUSPA. Nordstrasse 20.

March 13-17, 1966. Gas Turbine Conference & Products Show. Kongress Dept., Reisebureau A. Kuoni A.G., Bahnhofplatz 7.

Swiss Import Exhibition. *Next show 1966; date not set.* Nordstrasse 20. Biennial.

Syria

Damascus

Aug. 25-Sept. 20. Damascus Int'l Fair. 67 Baghdad Ave.

Thailand

Bangkok

Jan. 28-Feb. 14. Int'l Trade Fair. General. Pathumwan Sq.

Trinidad

Port-of-Spain

May 6-22. Caribbean Exhibition. Junior Chamber of Commerce of Trinidad, 8 Melville Lane.

Turkey

Izmir

Aug. 20-Sept. 20. Izmir Int'l Fair. Kulturpark.

Uganda

Kampala

Feb. 20-28. Uganda Int'l Trade Fair. P.O. Box 142.

United Arab Republic

Cairo

March 16-23. Arab Petroleum Congress & Exhibition. Tahrir Sq.

Uruguay

Montevideo

*Feb. 5-28.** U.S. solo exhibit. Office of International Trade Promotion, U.S. Department of Commerce, Washington, D.C. 20230.

Venezuela

Caracas

*Jan. 31-Feb. 21.** U.S. solo exhibit. Office of International Trade Promotion, U.S. Department of Commerce, Washington, D.C. 20230.

Yugoslavia

Belgrade

May 24-June 2. Int'l Technics & Techni-

cal Achievements Fair. Bd. Vojvode Musica 14.

Leskovac

June 19-27. Int'l Textiles & Textile Machinery Fair. Bore Slankovica, St. 5.

Ljubljana

Aug. 27-Sept. 15. Int'l Wine Fair. Titova 50.

Int'l Fair of Modern Electronics. *Date not set.* Radio and telecommunications. Titova 50.

Novi Sad

May 8-18. Int'l Agricultural Fair. Hajduk Veljkova 11.

Zagreb

April 17-25. Int'l Trade Fair. General. Aleja Borisa Kidrica b.b. Semi-annual.

Sept. 4-19. Int'l Trade Fair. General. Aleja Borisa Kidrica b.b. Semi-annual.

April 16-24, 1966. Int'l Trade Fair. General. Aleja Borisa Kidrica b.b. Semi-annual.

Sept. 10-25, 1966. Int'l Trade Fair. General. Aleja Borisa Kidrica b.b. Semi-annual.

United States

January

3-6. Miami China, Glass, Gift & Jewelry & Stationery Show. Miami. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

4-9. International Home Furnishings Market. Chicago. 666 Lake Shore Dr., Chicago, Ill.

6-10. China, Glass Show. Atlantic City. Little Brothers Shows, Inc., 220 Fifth Ave., New York, N.Y.

9-14. Independent Housewares Fair. Chicago. 188 W. Randolph St., Chicago, Ill.

9-16. Philadelphia Automobile Show. Philadelphia. 1906 Finance Bldg., 1428 S. Pennsylvania Sq., Philadelphia, Pa.

10-16. Washington Gift Show. Washington, D.C., 220 Fifth Ave., New York, N.Y.

11-15. Society of Automotive Engineers Congress & Exposition. Detroit. 485 Lexington Ave., New York, N.Y.

11-15. National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill.

11-15. Pennsylvania Farm Show. Harrisburg. State Farm Products Show Commission, Harrisburg, Pa.

12-17. Toledo Automobile Show. Toledo. 1 Main St., Toledo, Ohio.

15-24. National Motor Boat Show. New York. 420 Lexington Ave., New York, N.Y.

19-21. Agricultural Trade Show of Maine. Lewiston. State House, Augusta, Maine.

22-29. California Gift Show. Los Angeles. 3510 Council St., Los Angeles, Calif.

22-31. International Sports, Vacation & Travel Show. Los Angeles. 3443 South Hill St., Los Angeles, Calif.

24-27. National Exposition For Food Processors. San Francisco. 7758 Wisconsin Ave., Bethesda, Md.

25-28. Int'l Heating & Air Conditioning Exposition. Chicago. 200 Park Ave., New York, N. Y.

30-Feb. 3. National Automobile Dealers Equipment Exhibit. Las Vegas. 2000 K St. NW., Washington, D. C.

30-Feb. 7. Mid-America Boat Show. Cleveland. 536 Film Bldg., Cleveland, Ohio.

31-Feb. 4. Hobby Industry Trade Show. Chicago. Hobby Industries Ass'n, 200 Fifth Ave., New York, N. Y.

31-Feb. 4. National Sporting Goods Ass'n Show. Chicago. 23 East Jackson Blvd., Chicago, Ill.

February

1-4. National Auto Accessories Exposition. New York. 1 Bala Road, Bala Cynwyd, Pa.

1-5. National Notion & Novelty Show. New York. 286 5th Ave., New York, N. Y.

5-14. San Francisco National Sports & Boat Show. San Francisco. 325 Pacific Ave., San Francisco, Calif.

7-9. Gift, China, Stationery Show. Memphis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

7-9. New England Hardware Housewares Show. Boston. 665 Boylston St., Boston, Mass.

7-10. Los Angeles Intimate Apparel Show. Los Angeles. 3510 Council St., Los Angeles, Calif.

9-11. Int'l Automotive Service Industries Show. Chicago. 44 East 23d St., New York, N. Y.

9-14. Oklahoma Sports, Boat, & Travel Show. Tulsa. 1600 Mid-Continent Bldg., Tulsa, Oklahoma.

12-15. Advertising Specialty Guild Int'l Show. Dallas. 620 N. Michigan Ave., Chicago, Ill.

19-24. Miami Int'l Boat Show. Miami. 1333 S. Miami Ave., Miami 32, Fla.

20-28. Int'l Boat & Sport Show. Washington, D. C., 1411 K St. NW., Washington, D. C.

21-24. American Road Builders' Ass'n Conv. & Road Show. Washington, D. C. 918 16th St. NW., Washington, D.C.

21-25. Allied Gift & Jewelry Show. Dallas. 3832 Wilshire Blvd., Los Angeles, Calif.

22-26. Western Metal & Tool Exposition & Congress. Los Angeles. William J. Hilty, Metals Park, Ohio.

24-March 5. National Antique Show. New York. 97 Duane St., New York, N. Y.

25-March 6. Motor Boat & Sportsmen's Show. Philadelphia. 803-1411 Walnut St., Philadelphia, Pa.

28-March 4. Detroit Gift Show. Detroit. First National Bank Bldg., Zanesville, Ohio.

28-March 5. Int'l Beauty Show. New York. 16 W. 46th St., New York, N. Y.

March

2-7. Colorado Sports, Boat & Travel

PLENTY OF ROOM inside, says the hostess at the U.S. exhibit at last year's Poznan international fair.

THE NEXT STEP in automatic radio manufacturing is this, says the demonstrator to enthusiastic young visitors to the U.S. pavilion at the 1964 Osaka fair.

Show. Denver. 2785 North Speer Blvd., Denver, Colo.

3-9. New England Home Show. Boston. 250 Boylston St., Boston, Mass.

6-14. Int'l Flower Show. New York. 157 West 58th St., New York, N. Y.

6-14. Chicago National Boat Show. Chicago. 307 N. Michigan Ave., Chicago, Ill.

7-10. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif.

7-11. Variety Merchandise Fair. New York. 12 West 42d St., New York, N. Y.

7-12. Int'l Toy & Trade Fair. New York. International Trade Shows, 545 Fifth Ave., New York, N. Y.

7-12. Int'l Bicycle Show. New York. International Trade Shows, 545 Fifth Ave., New York, N. Y.

8-11. Industrial Building Exposition & Congress. Detroit. Clapp & Poliak, Exposition Management, 341 Madison Ave., New York, N. Y.

8-13. American Toy Fair. New York. 200 Fifth Ave., New York, N. Y.

13-21. Philadelphia Travel & Vacation Show. Philadelphia. 845 N. Broad St., Philadelphia, Pa.

14-17. Minneapolis Gift & Jewelry Show. Minneapolis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

19-21. Int'l Stamp & Coin Exhibition—INTERPEX. New York. Industrial Exhibitions, Inc., 17 East 45th St., New York, N. Y.

21-25. Philadelphia Gift Show. Philadelphia. 220 Fifth Ave., New York, N. Y.

22-25. Int'l Electric, Electronics Engineers Exhibition. New York. William C. Copp. Adv. Dept. 72 W. 45th St., New York, N. Y.

23-25. Detroit Business Show. Detroit. 817 Penobscot Bldg., Detroit, Mich.

23-28. Kansas Sports Boat & Travel Show. Wichita. Industrial Expositions, Inc., 2810 East Central, Wichita 14, Kans.

27-31. National Shoe Fair. New York. Room 1929, Hotel New Yorker, New York, N. Y.

29-April 2. ASTE Tool Show. Cleveland. American Society of Tool Engineers, 20501 Ford Road, Dearborn, Mich.

31-April 2. Midwest Industrial Design & Engineering Show. Indianapolis. Room 212A, Marott Hotel, Indianapolis, Ind.

31-April 4. Electronic Parts Distributor Show. Chicago. 100 S. Wacker Drive, Chicago, Ill.

April

3-11. Int'l Automobile Show. New York. 331 Madison Ave., New York, N. Y.

5-8. National Packaging Exposition. Chicago. Clapp & Poliak, 341 Madison Ave., New York, N. Y.

13-15. Progress In Electrical Electronic Equipment Exhibition. St. Louis. 1221 Locust St., St. Louis, Mo.

21-23. Int'l Graphic Arts Exposition. Miami Beach. Int'l Trade Show Promotions, Inc., 627 Brickell Ave., Miami, Fla.

21-Oct. 17. New York World's Fair, 64-65. New York. Box 270 Flushing Meadow Park, Flushing. N. Y.

22-25. Pacific Automotive Show. Los Angeles. 714 W. Olympic St., Los Angeles, Calif.

24-28. St. Louis Shoe Show. St. Louis. Arthur H. Gale, Exec. Sec., 1221 Locust St., St. Louis, Mo.

25-28. National Ass'n of Men's Sportswear Buyers—PANORAMAS. New York. 350 Fifth Ave., New York, N. Y.

30-May 4. National Office Furnishings Exhibit. New York. 327 South La Salle St., Chicago, Ill.

May

3-7. Knitting Arts Exhibition. Atlantic City. 10 East 40th St., New York, N. Y.

12-14. Int'l Truck, Trailer, & Equipment

Show. San Francisco. Calif. Trucking Ass'n, 3301 South Grand Ave., Los Angeles, Calif.

16-19. Texas Hospital Ass'n Convention & Technical Exhibit. Houston. 1905 North Lamar Blvd., Austin, Tex.

17-20. Design Engineering Show. New York. Clapp & Poliak, Inc., 341 Madison Ave., New York, N. Y.

24-27. National Restaurant Show. Chicago. 1530 N. Lake Shore Dr., Chicago, Ill.

June

6-9. Confectionery Industries Exposition. Chicago. 36 S. Wabash Ave., Chicago, Ill.

10-13. National Shoe Manufacturing Ass'n Footwear Management Conf. & Exposition, Atlantic City, 342 Madison Ave., New York, N. Y.

10-20. Los Angeles Home Show. Los Angeles. 6399 Wilshire Blvd., Suite 402, Los Angeles, Calif.

13-17. National Ass'n of Retail Grocers Convention-Exhibit. Chicago. 360 N. Michigan Ave., Chicago, Ill.

20-22. National Plumbing & Heating Exposition. Las Vegas. 1016 20th St. NW., Washington, D. C.

21-26. Int'l Home Furnishings Market. Chicago. 666 N. Lake Shore Dr., Chicago, Ill.

25-July 5. Southern Calif. Exposition. Del Mar. Fairgrounds, Del Mar, Calif.

27-30. Industrial Advertising Exposition. Chicago. 271 Madison Ave., New York, N. Y.

July

12-16. National Housewares Exhibit. Chicago. National Housewares Manufacturers Ass'n, 1130 Merchandise Mart, Chicago, Ill.

25-28. Gift & Jewelry Show. New Orleans. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

25-30. California Gift Show. Los Angeles. Trade Shows, Inc., 3510 Council Street, Los Angeles, Calif.

August

1-3. Memphis Cotton States Gift & Jewelry Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill.

1-5. National Jewelry Trade Show. New York. 711 14th St., NW., Washington, D.C.

15-18. National Fancy Food & Confection Show. New York. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y.

21-25. Houston Cosmetic & Gift Show. Houston. 625 Wilson Bldg., Dallas, Tex.

23-26. National Notion & Novelty Show. New York. 286 5th Ave., New York.

24-27. Western Electronic Show & Convention. San Francisco. 3600 Wilshire Blvd., Los Angeles, Calif.

29-Sept. 1. Minneapolis Gift & Jewelry Show. Minneapolis. 6 E. Monroe St., Chicago, Ill.

29-Sept. 2. Public Works Congress & Equipment Show. Los Angeles. 1313 East 60th St., Chicago, Ill.

29-Sept. 9. Indiana State Fair. Indianapolis. International Building, State Fair Grounds, Indianapolis, Indiana.

30-Sept. 2. American Hospital Assn. Exhibition. San Francisco. 840 No. Lakeshore Dr., Chicago, Ill.

September

1-12. California State Fair & Exposition. Sacramento. Box 2036, Sacramento, Calif.

5-8. Miami China, Glass, Gift, Jewelry & Stationery Show. Miami. 6 E. Monroe St., Chicago, Ill.

5-9. Detroit Gift Show. Detroit. First National Bank Bldg., Zanesville, Ohio.

5-9. Allied Gift & Jewelry Show. Dallas. Allied Exhibitors, Inc., 3832 Wilshire Blvd., Los Angeles, Calif.

11-15. National Tire Dealers & Retreaders Ass'n. Dallas. 1345 L St., NW., Washington, D.C.

12-15. American Meat Institute Convention & Exhibition. New York. 59 E. Van Buren St., Chicago, Ill.

15-19. Aerospace Panorama. Washington, D.C. 1725 De Sales St., Washington, D.C.

18-22. National Stationery & Office Equipment Show. Chicago. National Stationery & Office Equipment Ass'n. 740 Investment Bldg., Washington, D.C.

18-23. Philadelphia Gift Show. Philadelphia. Donald C. Little Management. 220 Fifth Ave., New York, N.Y.

18-26. Eastern States Exposition. W. Springfield, Mass. 1305 Memorial Ave., West Springfield, Mass.

20-24. National Hardware Show. New York. 331 Madison Ave., New York.

20-30. The Machine Tool Show. Int'l Coliseum, Chicago. National Machine Tool Builders' Show, Inc., 2139 Wisconsin Ave., NW., Washington, D.C.

21-29. Production Engineering Show. Chicago. Clapp & Poliak, 341 Madison Ave., New York, N.Y.

21-23. Electrical Progress Show. Philadelphia. H. F. Grebe Management, 117 S. 17th St., Philadelphia, Pa.

21-24. Systems Engineering Exposition & Conf. Chicago. 341 Madison Ave., New York, N.Y.

26-Oct. 2. American Textile Machinery Exhibition. Atlantic City. American Textile Machinery Ass'n, P.O. Box 596, Vienna, Va.

WASHING MACHINES draw attention of Neil Hurley (left), Ambassador Reinhardt (center) at the 1964 international Levant fair held in Bari.

October

2-9. National Dairy Cattle Congress. Waterloo, Iowa. Box 298, Waterloo, Iowa.

4-7. Instrument-Automation Conference & Exhibition. Los Angeles. Instrument Society of America, 530 William Penn Place, Pittsburgh, Pa.

9-13. National Shoe Fair. Chicago. Room 1929 Hotel New Yorker, New York.

9-24. Texas Int'l Trade Fair. Dallas. P.O. Box 26010, Dallas, Tex.

11-14. American Mining Congress. Las Vegas. 1102 Ring Bldg., Washington, D.C.

11-14. New York Premium Show. New York. 12 West 72d St., New York, N.Y.

16-19. Convention-Exhibit of Automatic Merchandising. Miami Beach. 7 South Dearborn St., Chicago, Ill.

17-21. National Ass'n of Men's Sportswear Buyers—PANORAMAS. New York. 350 Fifth Ave., New York, N. Y .

18-22. National Exposition of the American Society for Metals—ASM 1965 Metals/Materials Show. Detroit. William J. Hilty, Exposition Manager, Metals Park, Ohio.

25-26. Pan American Hotel & Restaurant Exposition. Miami. 207 Webb Bldg., 1400 N.E. 125th St., North Miami, Fla.

25-27. National Electronics Conference & Exhibit. Chicago. 228 N. LaSalle St., Chicago, Ill.

25-29. National Safety Congress & Exposition. Chicago. 425 N. Michigan Ave., Chicago, Ill.

25-29. Business Equipment Exposition.

New York. 18 East 41st St., New York, N.Y.

26-29. Int'l Brewing Industries Exposition. Chicago. 440 N. Wells St., Chicago, Ill.

31-Nov. 4. Int'l Taxicab Show. St. Louis. 4415 N. California Ave., Chicago, Ill.

31-Nov. 5. American Society for Testing Materials. Seattle. 1916 Race St., Philadelphia, Pa.

November

1-5. American Society of Agronomy. Columbus, Ohio. 677 S. Segoe Rd., Madison, Wis.

1-4. Packaging Machinery Manufacturers Institute Show. Chicago. International Exposition Co., 200 Park Ave., Pan-Am Bldg., New York, N.Y.

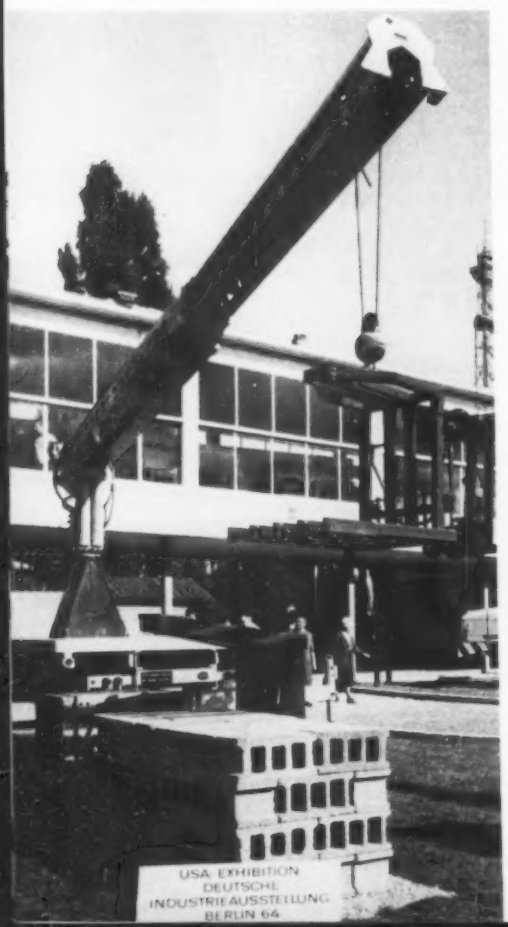
2-5. Industrial Trade Fair & Congress. 3935 No. Mission Road, Los Angeles, Calif.

3-5. Northeast Electronics Research & Engineering Show. Boston. NEREM Exhibits, Box 324, Waltham 54, Mass.

8-11. Int'l Soft Drink Industry Exposition. Miami. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y.

9-11. National Hotel & Motor Hotel Exposition. New York. 141 West 51st St., New York, N.Y.

THE ART OF GENTLY unloading objects was demonstrated last year at the Waterloo Unloader Division exhibit at the Industries Fair in Berlin.



13-18. New York Shoe Show. New York. Room 1929 Hotel New Yorker, New York, N.Y.

14-18. Int'l Ass'n of Clothing Designers. Boston. 12 South 12th St., Philadelphia, Pa.

15-19. Atom Fair. Washington, D.C. 850 Third Ave., New York, N.Y.

28-Dec. 1. Produce Packaging Exposition. Miami Beach. P.O. Box 29, Newark, Del.

29-Dec. 3. Exposition of Chemical Industries. New York. 480 Lexington Ave., New York, N.Y.

December

5-9. National Ass'n of Home Builders Convention & Exposition. Chicago. 1625 L St., NW., Washington, D.C.

26-31. Exposition of Science & Industry. Berkeley, Calif. 1515 Mass. Ave. NW., Washington, D.C.

SPECIALTY FAIRS

The following list indicates those trade fairs which are other than general, and can be classified as having a major item for display. Readers will find more detail by referring to the main list, which gives the fairs by country and city.

Agricultural

Adelaide, Brisbane, Perth, AUSTRALIA; Graz, Ried, Wels, AUSTRIA; Brussels, BELGIUM; Montreal, Toronto, CANADA; Harrogate, London, Shipton Mallet, ENGLAND; Paris, FRANCE; Berlin, GERMANY; Ahmedabad, INDIA; Verona, ITALY; Nairobi, KENYA; Amsterdam, NETHERLANDS; Glasgow, SCOTLAND; Madrid, SPAIN; Jonkoping, SWEDEN; Novi Sad, YUGOSLAVIA.

Audio

London, ENGLAND; Paris, FRANCE; Stuttgart, GERMANY; Milan, ITALY; Amsterdam, NETHERLANDS; Montreux, Zurich, SWITZERLAND; Ljubljana, YUGOSLAVIA.

Boats, Boating

Melbourne, AUSTRALIA; Montreal, Toronto, CANADA; Aalborg, Copenhagen, DENMARK; Birmingham, London, ENGLAND; Helsinki, FINLAND; Marseilles, Paris, FRANCE; Berlin, Friedrichshafen, Hamburg, GERMANY; Genoa, ITALY; Oslo, NORWAY; Barcelona, SPAIN; Goteborg, Malmo, Stockholm, SWEDEN.

Brewing, Bottling, Allied Trades

Brighton, ENGLAND; Paris, FRANCE; Ljubljana, YUGOSLAVIA.

Building, Construction

Brussels, BELGIUM; Aalborg, DENMARK; London, ENGLAND; Paris, FRANCE; Munich, GERMANY.

Clothing, Textiles, Related Products

Dornbirn, AUSTRIA; Brussels, Ghent, BELGIUM; Copenhagen, Herning, DENMARK; Blackpool, London, ENGLAND; Paris, FRANCE; Cologne, Duesseldorf, Frankfurt, Hamburg, GERMANY; Dublin, IRELAND; Milan, Turin, ITALY; Leskovac, YUGOSLAVIA.

Electronic, Instrumentation, Automation

Toronto, CANADA; Manchester, London, ENGLAND; Paris, FRANCE; Duesseldorf, GERMANY; Rome, ITALY; Amsterdam, NETHERLANDS; Basel, SWITZERLAND; Ljubljana, YUGOSLAVIA.

Engineering

Melbourne, Perth, Sydney, AUSTALIA; Montreal, CANADA; London, ENGLAND.

Food Products, Machinery

Innsbruck, AUSTRIA; Brussels, BELGIUM; Montreal, Toronto, CANADA; Copenhagen, DENMARK; Birmingham, Blackpool, Leeds, London, Manchester, ENGLAND; Paris, FRANCE; Berlin, Cologne, Hamburg, Munich, Stuttgart, GERMANY; Dublin, IRELAND; Amsterdam, NETHERLANDS; Murcia, SPAIN.

Furniture

Aalborg, Copenhagen, Fredericia, DENMARK; London, ENGLAND; Lyon, Paris, FRANCE; Cologne, GERMANY; Utrecht, NETHERLANDS; Stockholm, SWEDEN.

Gifts, Jewelry

Montreal, Toronto, Vancouver, CANADA; Copenhagen, DENMARK; Blackpool, Brighton, Harrogate, London, Manchester, ENGLAND; Paris, FRANCE.

Hardware

Toronto, Vancouver, CANADA; Aalborg, DENMARK; London, ENGLAND; Cologne, GERMANY; Basel, SWITZERLAND.

Heating, Air Conditioning, Refrigeration

Brussels, BELGIUM; Montreal, Toronto, CANADA; Helsinki, FINLAND; Frankfurt, Stuttgart, GERMANY; Glasgow, SCOTLAND; Zurich, SWITZERLAND.

Homes, Home Furnishings

Adelaide, Brisbane, Melbourne, Perth, Sydney, AUSTRALIA; Toronto, CANADA; Birmingham, Leeds, London, Manchester, ENGLAND; Paris, FRANCE; Dortmund, Mainz, GERMANY; Turin, ITALY; Amsterdam, NETHERLANDS; Goteborg, SWEDEN.

Leather

Brussels, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Blackpool, Harrogate, Leicester, London, ENGLAND; Paris, FRANCE; Duesseldorf, Offenbach, GERMANY; Athens, GREECE; Madras, INDIA; Milan, Turin, Vigevano, ITALY; Amsterdam, NETHERLANDS; Stockholm, SWEDEN.

Machinery, Machine Tools

Sydney, AUSTRALIA; Brussels, Liege, BELGIUM; London, ENGLAND; Paris, FRANCE; Verona, ITALY; Utrecht, NETHERLANDS; Bilbao, SPAIN.

Medical, Chemical, Pharmaceutical

Sydney, AUSTRALIA; Brussels, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Brighton, London, ENGLAND; Dortmund, GERMANY; Stockholm, SWEDEN; Basel, Zurich, SWITZERLAND.

Motor

Perth, AUSTRALIA; Brussels, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Leeds, London, ENGLAND; Paris, FRANCE; Frankfurt, GERMANY; Turin, ITALY; Amsterdam, NETHERLANDS; Goteborg, SWEDEN; Geneva, Zurich, SWITZERLAND.

Office Equipment, Machines

Liege, BELGIUM; London, ENGLAND; Paris, FRANCE.

Packaging, Materials Handling

Melbourne, AUSTRALIA; Copenhagen, DENMARK; London, ENGLAND; Paris, FRANCE; Duesseldorf, GERMANY; Dublin, IRELAND; Amsterdam, NETHERLANDS.

Photographic

Toronto, CANADA; London, ENGLAND; Cologne, GERMANY.

Plastics

Ghent, BELGIUM; Toronto, CANADA; London, ENGLAND; Oyonnax, FRANCE; Duesseldorf, GERMANY; Milan, ITALY.

Printing

Melbourne, AUSTRALIA; Paris, FRANCE; Duesseldorf, GERMANY.

Sports, Camping, Fisheries Industries

Montreal, Toronto, CANADA; London, ENGLAND; Grenoble, Paris, FRANCE; Cologne, Hamburg, Wiesbaden, GERMANY; Hong Kong; Amsterdam, NETHERLANDS; Oslo, Trondheim, NORWAY; Glasgow, SCOTLAND; Lausanne, SWITZERLAND.

Toys

Montreal, CANADA; Copenhagen, DENMARK; Brighton, Harrogate, ENGLAND; Lyon, FRANCE; Nurenburg, GERMANY.

AND THIS IS THE SMALLER size, says the guide at the U.S. pavilion at this year's Brno trade fair. U.S. glassware drew admiring glances and inquiries from the thousands who attended the international show.

Argentina's Central Bank sets norms for required financing of imports of capital goods

Decree cancels temporary prohibition on industrial machinery imports which now must conform to terms to be established

The Argentine Central Bank has announced the norms for required financing terms for importation of capital goods.

These norms have been established by the Central Bank under authority of Decree No. 7,709. This decree superseded Decree No. 3,011 of last April which cancelled a temporary prohibition on the importation of all industrial machinery and equipment, but set the requirement that such imports conform to financing terms to be established.

Capital goods are defined as machinery, equipment, motors, and components for transportation, communications, provision of electric energy, and in general all fixed assets used for the production of goods or the provision of services. Firms interested in importing such goods must file a request on Form No. 1,558 for approval by the Central Bank.

Approval of import requests will require that financing has been arranged so that foreign exchange payments are to be made on the terms scheduled below.

Payments for regular commercial imports are to be as listed in column A; terms for imports of capital goods by firms favored by industrial promotion decrees, or for imports under special decrees granting customs tariff exemptions, may be shorter, as indicated under column B. Current payments are allowed for insurance and freight on capital goods imports.

Amt. to (add 3 0's)	Paym'ts to begin after grace period	No. semiannua paym'ts "A"	"B"
5	immediate payment		
20	½ yr.	4	4
50	1 yr.	6	5
100	1 yr.	8	6
200	1 yr.	10	8
500	2 yr.	12	10
1000	2 yr.	14	12

Amts. over $1 million subject to payment terms to be arranged but no more restrictive than the above.

The values specified refer to the cumulative FOB total which can be transacted by each firm during the course of a year following the date of the authorization for the first transaction.

Payments must be made in equal installments, and through the same authorized exchange institution. Specially authorized imports, as under column "B", may be allowed with an immediate down payment of up to 10%.

Imports of pedigreed breeding animals, imports from countries party to the Latin American Free Trade Association (LAFTA), and operations associated with credits from international institutions are exempt from this required schedule of terms.

Payment terms for capital goods imported by Argentine national, provincial, or municipal entities or autonomous agencies are to be arranged by the Central Bank with the advice of the National Development Council.

Articles on Argentina's newly instituted exchange controls were published in INTERNATIONAL COMMERCE, June 1, 29, 1964. Also, these data supersede the statement on exchange controls appearing in OBR 64-56 "Foreign Trade Regulations of Argentina" June 1964, p. 7.

Uruguay increases import surcharges

In conjunction with the devaluation of the peso from 16.20-16.40 to 18.20-18.70 to $1 U.S. currency, and the increase of the minimum surcharge category from 20 to 30% of the c.i.f. value, the Government of Uruguay has increased other surcharges.

Most imports previously subject to surcharges of 60%, 100% and 150% are now subject to surcharge rates of 90%, 150%, and 225% of the c.i.f. value, respectively.

Some items formerly in the minimum surcharge category (20%), as well as some which were in the old 60% category, have been placed in a special category subject to a surcharge of 60%.

Among these are: air conditioners over ½ hp., bauxite, cellophane, household sewing machines, weather stripping, insulating material for electrical use and boilers, farm tools, padlocks, and orthopedic supplies.

Surcharge exemptions remain in effect for such items as pharmaceutical specialties and specific medicines and complete or incomplete industrial plants. This exemption was removed, however, for several items such as aircraft and aviation equipment not imported by domestic airlines, fountain pens, ballpoint pens, pencils, mechanical pencils, and many pocket watches and wrist watches.

New exemption from surcharges was extended to cellulose pulp trays designed for packing fruit and eggs; wool shears and parts; agricultural machinery and implements in general; sheep shearing machines; hammer-type mills for agricultural use; windmills with sails of 3.60 or more meters in diameter, and parts;

Flexible harrows, chain type, with teeth or links; scientific and laboratory apparatus, parts, and accessories; medical and dental apparatus and instruments, parts, and accessories; medical apparatus and tools, parts, and accessories; x-ray apparatus, and parts and accessories for same; non-dental surgical supplies; clinical thermometers; laboratory utensils, self-powered projectors and reflectors for medical use, and parts.

Jordanian Government raises specific import duties

The Government of Jordan has announced increases in all "specific" import duties (those based on weight or measure rather than on value) except benzene to replace the 3% ad valorem additional duty on each of these items.

The 3% ad valorem additional duty, which became effective last June 12 for every item in the tariff will remain on all tariff items subject to ad valorem rates.

The 78 items on which specific duties were increased include commodities under the categories of nuts, coffee, tea, spices, rice, sugar, glucose, sago, beer, wine, alcohol, liquors, tobacco and products, petroleum products, matches, exposed cinema film, tires, timber, and certain iron and steel products.

For information concerning import duties on any particular product **write:** OIRE, Bureau of International Commerce, Washington, D.C., 20230.

South Africa adopts Brussels system of tariff nomenclature

Scheduled to go into effect early in '65; speedy paperwork will pay

The South African Government has issued a new Customs Tariff Schedule based on the International Brussels Nomenclature. Although the Act implementing the new schedule has not yet become effective, it is expected to come into operation early in 1965.

Under the new Act, goods may be entered and the duty paid at the prevailing rate upon receipt of the supplier's documents, regardless of whether the shipment has arrived in South Africa. The Cape Town Shipping and Forwarding Agents Association recently emphasized this feature of the new Act, pointing out that with duties continually being increased, it is advantageous to forward shipping documents to the South African clearing agent as soon as possible after departure of the vessel from the port of loading.

The Association also made a special plea to foreign suppliers to assure that the domestic price and the f.o.b. price are clearly shown on invoices. Frequently invoices reflect only the c.i.f. prices with no indication of freight paid, and in some instances this can only be learned on arrival of the vessel.

According to the Association, the use of proprietary names or catalog numbers alone in order to describe goods is still the chief cause of complaint by the Customs Department and by clearing agents. Therefore, the insertion on the invoice of the proper Brussels Tariff Nomenclature headings (BTN numbers) will avoid delays.

WEARING APPAREL

Medium size Italian firm manufacturing wearing apparel (raincoats, overcoats, men's suits) is interested in joint venture with U.S. company to expand its production and sales. Technical assistance would be welcome.

Write: Alax Confezioni di Lusso di Naldini & Buldorini, Meldola (Forli'), Italy.

Import applications restricted in Chile

Proposed legislation has been submitted to the Chilean Congress to grant the Central Bank additional authority to reject import registration applications not consistent with Chile's most essential import needs relative to its limited foreign exchange resources.

The legislation, if approved, would empower the Central Bank to approve or reject all pending import applications within 180 days from the date the law becomes effective and, thereafter, resolve all new applications within 180 days from the date of such request.

Prospects for passage are thought to be good, although stricter criteria governing the Central Bank's authority and time limit for rejecting applications may be incorporated in the final legislation as the result of recommendations by the Chilean Congress' joint Finance Committee.

Germany announces canned fruit quota

Germany has established a quota of unannounced size for imports of canned fruit, without added sugar, from all non-Soviet Bloc countries.

Liberalized fruits—pineapples, apricots, peaches, and citrus fruits—are not affected.

The tender is limited to containers with a content weighing less than 11 pounds, but with a total weight of 11 pounds or more.

Applications for import licenses may be made until the exhaustion of the undisclosed value limit but not later than June 30. Licenses will be valid until June 30. The first day of customs clearance is Jan. 1.

'Gallon' on containers limited by Lebanon

Effective Feb. 16, the word "gallon" by itself may not appear on containers imported into Lebanon from countries not using the metric system of weights and measures.

Containers from such countries must be marked "U.S. Gallon" if the capacity is 3.785 liters, or "Imp. Gallon" if the capacity is 4.546 liters. Use of the old measure "O. M. Gallon" (3.636 liters) is forbidden. Containers not properly marked may not be imported.

Venezuela requires health certificates for certain imports

Certain imports into Venezuela now are required to have prior health certificates issued by the Livestock Industry and Health Division of the Ministry of Agriculture and Livestock (Direccion de Sanidad e Industria Animal, Ministerio de Agricultura y Cria).

Imports requiring these certificates are meats and derivatives; lards and tallows; viscera; glands and secretions; crude milk and crude milk derivatives; semen; meals of meat, blood, bone, feet, horns and hoofs; untanned hides, wool, manes, hair, feathers, glue of animal origin; feed bases and mixtures of animal origin destined for animal feeds;

Cereals and bran destined for animal feeds; pasture seeds; hay and fodders; implements used by animals or which have had contact with animals; sport trophies or museum pieces of animal origin; any other animal or vegetable product which the health authorities may consider of quarantine interest.

Applications for the certificate must supply the following information: name and address of the importer; country of origin of the products; quantity of the products; commercial name of the product, with an indication of the address of the manufacturer or its location; port of entry (in Venezuela).

In addition, applications must be accompanied by a prior import license from the Ministry of Development for imports of raw, frozen, or chilled meat; or dried and salted meat of cattle, swine, sheep, goats, or poultry; and a certificate from the Ministry of Health and Social Welfare giving the Sanitary Registration number of the product, if applicable.

PAPER, CARDBOARD

French firm seeks to arrange licensing agreements with U.S. manufacturers of paper and cardboard products interested in overseas operations, and also desires the participation of U.S. investors on a joint-venture basis.

Write: Henry Jouhate, Cartonnerie de Losmonerie, Saint-Yrieix-sous-Aixe, Haute-Vienne, France.

Commerce Department simplifies U.S. export control regulations; new system goes into effect Jan. 1

Sets up new Commodity Control List consolidating all goods subject to export licensing jurisdiction

In a move to simplify export control regulations for U.S. exporters, the Department of Commerce has announced establishment of a new Commodity Control List which includes and consolidates in a single listing all commodities subject to the Department's export licensing jurisdiction.

Effective Jan. 1, the new list will enable an exporter to tell at a glance: Whether or not a validated export license is required for shipment of a specific commodity to a specific destination; the dollar value limit under which the commodity may be exported under general license GLV; whether there are any other special provisions applicable to export of the commodity; and which commodities may be included in a single export license application.

Previously, it was necessary for the exporter to check a number of different sections of the regulations to obtain this information.

The Commodity Control List supersedes all other other commodity lists in the export regulations, specifically: The Positive List of Commodities; commodity lists under general licenses GHK, GLSA and G-PUB; and the list of commodities destined for Poland or Rumania which are excepted from general license GRO.

In addition, beginning Jan. 1, general licenses GRO, GO, GHK, GLSA, and G-PUB are replaced by a new general license—G-DEST—which permits under one general license the exports formerly allowed under each of the five abolished.

No substantive changes

The new Commodity Control List is not intended to make any substantive changes in the requirement for a validated export license, except for a few increases in the dollar value limits of commodities. Within these limitations, shipments may be made under general license.

As a general rule, if a validated export license was required prior to Jan. 1, it still will be required. If a validated license was not required prior to Jan. 1, the provision will be unchanged.

The new list is based on the recent Schedule B Commodity List revision made by the Census Bureau. Traditionally, the Department's Bureau of International Commerce has used Schedule B as a basis for describing commodities in its export control regulations.

Details on changes in the export control regulations will be published in Current Export Bulletin No. 904, dated Jan. 1, and are also incorporated in the 1965 edition of the Comprehensive Export Schedule, now available, which lists all export regulations.

Subscriptions to the new Schedule and supplementary Current Export Bulletins are $7 and may be mailed to the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402.

Individual copies of Current Export Bulletins may also be obtained from the Superintendent of Documents or from any of the Department of Commerce Field Offices at 25 cents each.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Denial of export rights to Belgian trader extended

Action taken pending completion of investigation into reexport of U.S.-origin agricultural goods

Moens and Co., and Marcel Moens, of Schilde, Antwerp, Belgium, have been denied U.S. export privileges for a further period pending completion of investigation and administrative action in a case believed to involve illegal reexport and attempted reexport of U.S.-origin agricultural equipment from Belgium to Soviet Bloc destinations.

The Department of Commerce said that a 60-day suspension of export privileges had been invoked against the respondents last Oct. 12, in connection with an investigation by the Bureau of International Commerce (BIC). These restrictions are being continued until administrative action against the parties is completed.

Some of the agricultural equipment involved is of advanced design. Some reportedly was shipped to Antwerp from Canada, and other shipments were said to be in prospect.

The suspension prohibits the respondents from all export activities involving U.S.-origin commodities or technical data; applies to agents and employes of Moens, and forbids other parties from participating in U.S. export operations with the respondents.

U.S., Viet-Nam amend Food for Peace Pact

The U.S. and Viet-Nam have amended a Food for Peace agreement to provide $3.6 million worth of rice, about 551,000 hundredweight, to Viet-Nam to help meet shortages caused by recent floods and typhoons.

Dollar value includes certain ocean transportation costs.

Payment for the rice, being supplied under an amendment to the Title I, Public Law 480, agreement of Jan. 9, will be in Vietnamese piastres. Ninety percent of the piastres received in payment will be used for common defense purposes, and the remaining 10% will be set aside for U.S. uses.

Dutch, Italian, German firms offer products for manufacture in U.S.

Dutch, Italian and German firms are offering products for manufacture in the U.S. including a tennis training device, a 45 in. television, and a stackable-ball-type container for fluids and chemicals.

For further information, **Write**: Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, referring to the appropriate File number.

● Dutch inventor of a tennis trainer is interested either in selling his patent or arranging licensing agreements in the U.S. for production of his tennis training device. He offers the following description of this device: The Latika Trainer in contrast with the usual type of practice board is fitted to allow the face board to be vertically adjusted which allows for a variety of return shots. Also, a cage is fitted behind the board so that balls not hitting the board will be returned. It is also reported that patent rights have been sold in Australia, Belgium, Great Britain, and Israel. Licensing rights have been granted in France, Italy, Spain, Germany, and the Scandinavian countries. **File 1209R.**

● Italian manufacturer of a 45 in. telesion is seeking a producer of its set in the U.S. The firm claims that by use of an ingenious reflecting system this home TV set provides a screen image of 45 in. This extra large picture gives restful vision over a perfectly flat screen. There is no vibration, or distortion. The set has 27 tubes, seven germanium diodes, two selenium rectifiers, two loudspeakers, hi-fi tone control, built-in voltage stabilizer, electromagnetic focusing, and stabilized automatic synchronization. The dimensions of the TV set are 39x31x18 in. and it weighs 139 lb. The manufacturer would be willing to provide some of the necessary parts as well as the technical skills involved. **File 1236R.**

● German firm is interested in granting a license to a U.S. company for the manufacture in the U.S. of its stockable-ball-type containers for the storing and transportation of fluids and chemicals. The containers are made out of extruded low-pressure polyethelen in the hollow-blowing process and require no trimming or finishing. Because of its spherical shape this container stacks well, is palletable and can stand enormous pressure. In addition, it is easily filled or emptied and comes equipped with a handle for convenient handling. It has been made to hold approximately 8 gal. but can be produced in other suitable sizes, according to specifications. At a recent German packaging competition in Frankfurt/Main this container was awarded prizes in group A and B (technical-economical-industrial art classification). **File 1294.**

LICENSING ARRANGEMENTS

Manufacturer and designer of printing presses and paper converting machinery, office machinery, and equipment for the business forms and data processing industries, is interested in licensing arrangements with U.S. firms to manufacture and sell their products in the United Kingdom.

Items of specific interest include office machinery for the production of business forms; printing and paper converting machinery; packaging machinery; teaching machines; self-adhesive label dispensing machines; equipment associated with the manufacture of continuous business forms.

Write: Multimatic Engineers, Ltd., Bilston, Staffordshire, England.

STEEL STRUCTURES

Large Dutch manufacturer of ships, steel bridges, locks, and heavy industrial chemical machinery has expressed an interest in obtaining licensing rights for the manufacture of heavy steel structures, heat exchangers and air-conditioning equipment in Netherlands.

Write: Boele's Scheepswerven en Machinefabriek N.V., 598 Ringdijk, Boines, Netherlands, Attn: W. A. Rhemrev, Mgr., Market Research Dept.

SPACE KEROSENE HEATERS

Italian firm interested in obtaining a license for the production of space kerosene heaters for household use which will be manufactured in a new plant in construction in the vicinity of Milan.

Write: Giorgio Restelli, Managing Director, Stuker S.a.S., S. Zanone al Lambro (Milan).

Honduran Trade Mission reports investment offers

The Honduran Trade Mission has reported two additional investment opportunities—one for canned meats and another for embroidered laces.

Firms interested in following up one or both of these opportunities are requested to refer to the appropriate Interview Report (IR) number in any correspondence with the Honduran company or the Department of Commerce. This number is shown in parentheses after each listed address.

2292 Embroidered Laces

Firm in San Pedro Sula would like to enter into a joint venture with an experienced U.S. firm to make both narrow and wide embroidered laces. This firm is a good example of a merchant moving to take advantage of the Central American Common Market. It has obtained a concession from the Honduran Government as a new industry permitting duty free imports of some articles and tax benefits for three years. The firm has own sales outlet in Honduras and has engaged agents for two other Central American countries. Further details may be obtained directly from the firm.

Write: Max Furst Jr., Fabrica Nacional De Bordados S. De R. L., P.O. box 80, San Pedro Sula, Honduras. **(IR 96).**

2011 Canned Meats, Sausages, Bologna

Honduran pork processor and sausage maker is interested in joint venture with experienced U.S. firm to expand and modernize plant. The interested U.S. firm would be required to put up about $50,000 to assist in this expansion and in addition be able to provide the necessary technical know-how. Present facilities of the firm are small but it is reported that products are of good quality and well packaged. U.S. firms interested in expanding into the Central American Common Market may find this proposal worthy of investigation.

Write: Jose Herrero Iglesias, Fabrica de Embutidos el Marranito, Casa # 5, Calle 7a, La Ceiba, Honduras. **(IR 95).**

DOOR-CLOSING MECHANISM

Spanish firm interested in joint venture with U.S. company for the mass production in Spain of its patented door-closing mechanism which has been especially designed for glass and metal doors.

Write: Alfonso Rodriguez Sanches, Managing Director, Clavex, S.A., calle Sagasta 27, Madrid 4, Spain.

Indian firm wants U.S. help in making graphite crucibles

Equity participation offered in return for technical know-how

An Indian firm with headquarters in Bombay is seeking a collaboration arrangement with an experienced U.S. manufacturer of graphite crucibles, both the clay bonded and carton-bonded variety, and also silicon carbide crucibles.

The Indian firm offers equity participation in exchange for technical know-how as the preferred means of compensation, but royalty payments would be considered if desired by the U.S. collaborator.

The U.S. firm would be consulted on the type of plant needed and machinery to be purchased, and required to supply technical know-how for the plant layout, processes, quality control and other aspects necessary to insure economy and efficiency of the plant.

The company proposes to start with a production of 900 tons annually on a two-shift basis. However, final production figures would depend, to a great extent, upon the U.S. collaborator.

According to the firm, the demand for graphite crucibles in India has increased tremendously because of the great emphasis on the metallurgical industries by the Indian Government.

Total production of crucibles in India is reported as about 100 tons annually, only a fraction of the total demand in India, which is estimated at 1,500 tons annually.

Write: New India Assurance Co. Ltd., New India Assurance Bldg., Mahatma Gandhi Rd., Fort, Bombay 1, India.

Philippine rubber shoe producer seeks U.S. license

One of the largest manufacturers of rubber shoes and sandals in the southern Philippines seeks a licensing agreement to include use of U.S. trademarks, styles and designs with a U.S. manufacturer of rubber and/or sports shoes, with or without technical assistance or capital participation.

Current production is reported at 2,000 pairs of canvas top, rubber-soled shoes per eight-hour day, although the plant is capable of producing 3,000 pairs in the same period. The firm points out that the Philippines has a brand-conscious consumer market and that U.S. trade-marks are often well-known and most often preferred.

Write: Jose Tan Yaotin, President, Walker Rubber Corp., C. Radilla St., Cebu City, Philippines.

For additional information, **write:** Bureau of International Commerce, Office of International Investment, File 3-3021-1-H, Department of Commerce, Washington, D.C., 20230.

Pharmaceutical imports tightened by Iran

The Government of Iran has banned the importation of 2,083 kinds of pharmaceutical products, according to an announcement by the Ministry of Public Health.

These banned items are reportedly represented by 20 firms which failed to meet the deadline for completing a questionnaire giving data concerning their business operations in imported pharmaceutical products.

The Ministry of Health also announced that it will examine and act on all the import license applications for 4,305 types of products submitted by 140 importing firms which have complied with the new ruling concerning the questionnaire.

It is reported that import permits for products of a kind made in sufficient quantities in Iran are to be cancelled. All imports of pharmaceutical products will be through letters of credit hereafter rather than by collection drafts.

FLOOR, WALL COVERINGS

German firm interested in joint venture with U.S. company for the production in Germany of various types of floor and wall coverings, including plastic materials, and for liquid plastic flooring.

Write: Faul & Co., 79 Ulm/Donau, Postfach 509, Germany.

JEANS, SLACKS

British firm would like to be associated with a U.S. company interested in a licensing arrangement to manufacture U.S. type jeans and slacks in United Kingdom.

Write: Gershon Young Co., Solicitors, 17 Stratton St., London, W.1, England.

EXPORT AIDS AVAILABLE

Overseas marketing and economic reports are available to U.S. exporters from the 42 Department of Commerce Field Offices.

Spain cuts tariff, frees more goods, sets import taxes

In three separate decrees, Spain temporarily lowered duty rates on all items in the tariff; announced the ninth liberalization list consisting of some 96 tariff positions, including some chemicals, textiles, iron and steel items, small tractors, and a few machinery items; and introduced a completely revised system of compensatory import taxes.

The tariff and liberalization measures are part of a stabilization program designed to curb excessive increases in the cost of living. The duty reductions, which are of varying magnitude, average about 5%.

The new "compensatory import tax" was set as a result of the tax reform enacted earlier this year. It replaces the former fiscal tax on imports and is designed to subject the imported product to a tax burden equivalent to that imposed on a similar domestic product.

The rates of the new tax have been increased to compensate for certain additional taxes, instituted by the tax reform, which are now being levied on Spanish manufacturers.

For information concerning specific products, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Ecuadoran importers must supply factory price lists

The Ecuadoran Ministry of Finance has announced that effective Jan. 1, local importers are required to furnish the Ecuadoran Customs Service with official factory price lists and/or catalogues and other descriptive materials on a variety of products.

Commodities included are: perfumes and cosmetics; some soaps; laundering detergents; pneumatic tires and tubes; pearls; precious and semi-precious stones and synthetics; internal combustion engines for vehicles and agricultural tractors; refrigerated display cabinets and refrigerators; freezers and freezing chambers;

Sewing machines and parts; typewriters and parts; calculating machines and cash registers and parts; copying and other office machines; radios and television sets and parts; motorcycles and bicycles with motor; bicycles; photographic apparatus; watches and clocks and parts; pianos; accordions; dictaphones and recorders (including magnetic tape recorders); phonographic apparatus and parts; and fountain pens.

$10 million phone network planned by Saudi Arabia; survey proposals invited

Saudi Arabia's Ministry of Communications is considering the installation of a long distance telephone network to connect new telephones in 12 Saudi Arabian cities. The Ministry is seeking proposals from consulting firms to prepare a complete analysis of their needs and specifications for the various systems. It is expected that the over-all cost of the project will be about $10 million. The survey is expected to be completed within four months from signing of the contract.

Qualified firms are invited to request "scope of work" documents from: H. E. Shaikh Ahmed Zaydan, Deputy Minister of Communications for Post & Telecommunications, Ministry of Communications, Riyadh, Saudi Arabia.

Information on the following points should be included in the request for documents:

Past record of the firm's performance as concerns cost of services, quality of work and the number and complete biographical data of the staff to be appointed by the firm.

Reputation and technical proficiency of the firm and of its principals and key employees with particular reference to the type of work contemplated.

History of the firm as concerns litigation with clients.

Financial strength of the firm and ability to furnish a bond, the size of the staff, volume of work in hand.

In addition to stating their interest in the consulting contract, firms should inform the Deputy Minister of any local agent they may have. Firms with no local representative should ask the Deputy Minister to notify them directly and also inform the U.S. Embassy of their interest in participating.

Firms considered qualified will be permitted to purchase the documents for SR 500 ($111.11). Final proposals based on the scope of work documents must be submitted to the Ministry by 11 A.M. on Feb. 15, 1965.

Additional information on this project is available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone: 202 967-4036.

U.S. firms invited to bid on NATO project in UK

The Ministry of Public Buildings & Works will accept applications until Dec. 28 from eligible U.S. firms who wish to be invited to tender for the construction of maintenance and technical shops.

The project's cost is estimated at $182,000 (£65,000). Planned construction includes a single story flat-roofed building of 1035 square meters with 30 rooms designed as repair shops for aircraft parts. The building will be constructed of steel framework with insulated side wall cladding. The heavy 50 and 60 cycle electrical installation will be in heavy gage screwed conduit; compressed air services are also specified in the plans. The cost excludes rotating machinery and external electrical mains distribution.

Interested U.S. firms should write to: Mr. D. McMillan, Project Officer, Chief Works Officer's Office, Ministry of Public Buildings & Works, Headquarters Third Air Force, Bldg. No. 337 (South Side), Royal Air Force, Northolt, Ruislip, Middlesex.

U.S. firms must be certified for NATO International Competitive Bidding to be eligible for participation in this project. Firms not already certified may submit their request, along with their brochure, a current annual report and a completed General Services Administration Form 129 to the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C., 20230.

Bidders invited to register for Nigerian road-plan project now in negotiation

The Northern Nigeria's Ministry of Works has announced a road development plan which is now being negotiated through an International Development Association credit.

The plan calls for construction of new roads in rolling country which would consist of a sub-base of material including crushed rock and two coats of bituminous surface dressings, the prime and seal coats. Dressed surface width would be 24 feet with 5-foot margins.

Included in the plan is a project for about 2,320 feet of bridging, of which 840 feet will be bridged over the Gongola River. Corrugated steel culverts required will be about 300.

U.S. civil engineering contractors interested in bidding on this project should submit application forms no later than noon, Jan. 4, to: Northern Nigerian Works Registration Board, Ministry of Finance, Private Mail Bag 2008, Kaduna, Nigeria.

The Ministry has suggested that because of insufficient time given for submission of applications, applicants may still register their interest to bid at a later date by letter explaining that forms were not obtainable in time for submission by the deadline date.

Lebanon invites bids for Joun hydro-electric plant

Lebanon's Office National du Litani has issued a second announcement for construction bids on the second stage of the Joun hydro-electric plant.

Second stage plans call for an accumulation reservoir, earth dam and intake, underground tunnel, penstock and civil works of a hydro-electric station equipped with reversible turbines.

Applications for bidding, qualification documents and references must reach the Litani Office before noon, Jan. 1.

Bidding invitations for the execution of the second stage of the Joun hydro-electric plant are scheduled for Feb., 1965.

Bid deadline extended

Ceylon's Department of Electrical Undertakings has extended the bid deadline from Nov. 27 to Dec. 29 on Contract No. 5, Polpitiya Tunnel & Surge Shaft on the Maskeliya Oya Project (INTERNATIONAL COMMERCE, Oct. 12, 1964, p. 29).

Scheme set in Singapore for $16 million coastal reclamation; bids sought

The Singapore Government has issued an invitation for bids on the "Coastal Reclamation Scheme, Bedok to Tanjong Rhu, Contract No. 1." Bids should be sent to the Secretariat, Rm. 6-11, 6th floor, Princess House, Queenstown, before 10:30 A.M., Feb. 8, 1965.

Estimated cost of the project will be about $16 million, $11 million for reclamation work and $5 million for a sea wall. The project consists of filling in a section of the coastline over six miles long, and to an average of one-third mile out from the present shoreline.

The Minister of National Development has announced anticipated use of an overhead earthmoving conveyor belt system to carry fill from the excavation site to the coast. The belt equipment, capable of conveying more than 750,000 cubic yards of earth per month, is estimated to cost $4 million.

Interested companies should write directly to Mr. J. C. Stevens, Senior Civil Engineer, Housing & Development Board, Princess House, Alexandra Rd., Singapore 3, Malaysia.

A copy of the tender, general conditions, specifications, schedules, blueprints and drawings is available for review only in the Building Materials & Construction Industries Division, BDSA-6460, Rm. 4014, Department of Commerce, Washington, D.C., 20230.

Chilean microwave system bids get deadline change

The Corporation de Fomento de la Produccion (CORFO) has announced that the bid deadline for the two microwave system proposals has been extended to Feb. 9, 1965 (INTERNATIONAL COMMERCE, Oct. 12, 1964, p. 29). The two microwave systems, part of the Inter-American Telecommunications Systems, will operate between Santiago and Copiapo, and Antofagasto and Arica, with a 300-channel capacity.

Copies of the engineering blueprints and schematics are available from CORFO, Calle Estado 337, 2nd Floor, Santiago, Chile, at a cost of $8 per set. Bidders must be legally represented in Chile.

Loan copies of the bid request, in Spanish, are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone: 202-967-4036.

New Zealand to buy paper

The Government Printing Office, Waterloo Quay, Wellington, New Zealand, has issued tender No. 1405, with a bid deadline of Jan. 18, for a total of about 6,000 reams of paper. Supplies required include ledger, white drawing, imitation art, chart, bond, gummed, manila, manifold and glazed papers.

A copy of the tender and specifications is available from the New Zealand Senior Trade Commissioner in the U.S., 1145 19th St. NW., Washington, D.C., 20036. Refer to file No. 64/183.

NATO project in Germany open to eligible bidders

The Government of Germany has issued an Invitation to Bid on project No. BMVTDG. 68-25-32-30-34, titled "Reinforced Concrete Works in Lower Saxony." The project involves the supply of approximately 400 cubic meters of reinforced concrete, and 25 tons "TOR" steel "ST IIIB."

U.S. firms certified to participate in NATO International Competitive Bidding must submit their qualifications on a specially designated form, along with a $5 (DM 20) filing fee to the appropriate German Government agency by Dec. 29.

A copy of the invitation to bid and the specially designated form is available from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C., 20230.

Firms not already certified may submit their brochure, an annual report which includes a current financial statement and a completed General Services Administration Form 129.

Proposals sought for mapping and planning of 40 towns

The U.S. Embassy in Addis Ababa, Ethiopia, has been informed that Ato Mogues Kifle, Administrative Director of Land & Technology, Dept. of Municipalities, Ministry of Interior, is asking for proposals on a project for town planning consultant service and preparation of survey and topographic maps for 40 towns in Ethiopia.

The project will include the important towns of Dire Dawa, Harar, Jima, Gondar and Dessie. Estimated total population is 385,000. Although bid deadline is Dec. 31, bids will be accepted until about Jan. 10. Financial assistance would be welcomed. The project has been distributed for international bids on a lump-sum basis.

Two copies of bid documents are available for review only in the Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C.

Burma needs plastic sheets

Burma's People's Stores Corp. has issued tender No. P-11/7/64-65, which calls for 10,000 yards each of plastic sheets, plain white in rolls, colored in rolls and floral pattern.

Bid deadline is 4 P.M., Jan. 2. Bids should be mailed to The People's Stores Corp., Household Division, Strand Rd., Rangoon, Burma.

Bidding documents are available on loan to firms located in the U.S. from the Chemical & Allied Products Division, Rm. 4409, BDSA-6260, Department of Commerce, Washington, D.C., 20230. Telephone: 202 WO 7-3529.

Greece gives advance notice on NATO dredging project

The Greek Royal Hellenic Navy General Staff has issued an advance notice to U.S. firms, certified eligible to participate in NATO International Competitive Bidding, for additional dredging operations in the Megara Channel totaling about 650,000 cubic meters. A detailed announcement will be published in INTERNATIONAL COMMERCE.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3181.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2290.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 8102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 480, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 306, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1032 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-2611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4540.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

NATO tender calls for 5-ton wrecker truck

An Invitation to Bid, No. 9-65, for a five ton wrecker truck has been issued by the Headquarters Command, Office of the Purchasing & Contracting Officer, Allied Land Forces Southeastern Europe.

Specifications call for a wrecker truck with 6 x 6 winch and a 179" wheel base with manual 5 or 6 speed transmission. The eight cylinder engine (gasoline) 292" 2V vehicle, with 12 or 24 volt electrical system and 9 x 20 ten-ply tire tubes, is to have a rear extending boom (hydraulic or winch driven) with 5' to 14' minimum/maximum.

Bids must be submitted to LAND SOUTHEAST by Jan. 11.

A copy of the Invitation and Specification is available to U.S. bidders from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

Shield wire, counterpoise bids requested by Greece

The Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 103, has requested proposals by Dec. 28 for furnishing 300 kilometers of steel, seven-wire zinc-coated shield wire and 100 kilometers of steel solid counterpoise for 150 KV lines, 10 mm. diameter, 615 kg/km approximate weight, galvanized.

Loan copies of the tender documents are available to firms located in the U.S. from the Iron & Steel Division, BDSA-6380, Room 4222, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2363.

Uruguay issues call for bids on reconstruction of highways

Uruguay's Ministry of Public Works has issued calls for international bidding on the reconstruction of about 71.5 miles of Route 5 (MOP Licitacion No. 61) and about 82.6 miles of Route 26 (MOP Licitacion No. 62) (INTERNATIONAL COMMERCE, Aug. 24. 1964, p. 22 and Sept. 28, 1964, p. 28).

These two projects include building of new bridges, widening of existing bridges, and providing drainage systems. The highways are to be double-layered asphalt approximately 23 feet wide with 8-foot shoulders on each side.

These projects are the first of the country's total program for Routes 5 and 26 and involve assistance of $18.5 million through IBRD and IDB.

Bid opening date is Jan. 25. Specifications are available for $220 for each route from The Secretaria Del Ministerio de Obras Publicas, 18 de Julio 1112, Montevideo.

East Pakistan announces tender for turnkey plant

The East Pakistan Industrial Development Corp. (EPIDC) has announced tender No. PD-IV/6486/2879, for a turnkey urea fertilizer plant to be built at Ghorashal in East Pakistan.

The plant will use natural gas as a raw material and should have a capacity of 300 metric tons per 24-hour day of anhydrous ammonia and 516 metric tons of prilled urea.

Bid deadline is Feb. 9, 1965. Tender documents are available on a short-term loan basis to firms domiciled in the U.S. from the GIE & C Division, BDSA-6320, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-5589); or additional information is available from the Senior Executive Purchase Office, East Pakistan Industrial Development Corp., EPIDC House, Motijheel, Dacca.

Variety of diodes and power transistors sought by Burma

The Divisional Manager, Electrical Stores Corp., No. 77/91, Sule Pagoda Rd., c/o Foreign Office, Rangoon, Burma has issued tender No. 48/EL(P)64-65, with a deadline of Jan. 11 for various quantities of 116 types of transistors and diodes.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4119, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-2328.

163 types of electron tubes called for in Burmese tender

The Divisional Manager, Electrical Stores Corp., No. 77/91, Sule Pagoda Rd., c/o Foreign Office, Rangoon, Burma, has issued tender No. 47/EL(P)64-65, with a deadline of Jan. 8 for various quantities of 163 types of receiving, transmitting and special purpose electron tubes.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4119, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-2328.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

200 Food

GREECE—Grains (wheat, barley, oats, maize, etc.). Importer-sales agent-exporter requests replies from exporters willing to participate in Greek Government tenders for grains under P.L. 480. D. Th. Spiliotacopoulos S. A., 4 Alipedou St., Piraeus. WTD 2/4/64.

PAKISTAN—Extracts, flavoring, emulsion, butter, cheese. Lyallpur Model Dairies Ltd. (manufacturer), 601-Jinnah Colony, Lyallpur. WTD 11/24/64.

201 Meat Products

GERMANY—Poultry and game, deep-frozen; cif Rotterdam, Holland; requests replies in German. Werner Niggemann, GmbH (wholesaler, importer), 6 Speicher-Strasse, Bochum. WTD 10/28/64.

GIBRALTAR—Canned meats. Direct purchase, agency. Quote cif. Cassaglia Brothers Ltd. (importer, retailer, agent), 9 Irish Town, Gibraltar. WTD 8/22/63.

203 Canning, Preserving Food

GIBRALTAR—Jams in 1 lb. jars. Quote cif. Cassaglia Brothers Ltd. (importer, retailer, agent), 9 Irish Town, Gibraltar. WTD 8/22/63.

SPAIN—Canned foods, particularly meat, vegetables, fish, fruits, juices, on an exclusive agency basis for brands not yet represented in Spain. Interested U.S. exporters should write directly to Iberica Distribuidora, S.A. (wholesaler, retailer, distributor), General Mola 82-D, Madrid (6). WTD 11/17/64.

207 Confectionery

MALAYSIA—Confectionery; general sundry goods. Su Hup Trading Co. (importer, wholesaler, retailer, agent), 461 Beach St., Penang. WTD 11/5/64.

208 Beverage Industries

SPAIN—Bourbon whiskey, in casks or bottles, on an exclusive agency basis for brands not yet represented in Spain. Interested U.S. distillers whose brands are not sold in Spain should write directly to Spanish firm. Iberica Distribuidora, S.A., General Mola 82-D, Madrid 6. WTD 11/17/64.

209 Food Preparation

MALAYSIA—6 x 5 lb. tins of butter oil in large quantity. Request replies from manufacturers. Pahang Khalsa Store (importer, retailer, wholesaler, agent), 31 Jalan Melaka, Kuala Lumpur. WTD 11/24/64.

PAKISTAN—Tallow for use in soap manufacture, 15,000 tons. Lever Bros. (Pakistan) Ltd. (manufacturer), Rahim Yar Khan. WTD 9/21/64.

Soyabean oil, 10,000 tons; cottonseed oil, 10,000 tons, for use in manufacture of edible fats. Lever Bros. (Pakistan) Ltd., Rahim Yar Khan. WTD 9/21/64.

220 Textile Mill Products

AUSTRALIA—Drapery and furnishing fabrics, various compositions; plain, patterned or printed; direct purchase and agency. T. J. Gaffney (importer, wholesaler, manufacturers' representative), 159 Flinders Lane, Melbourne, Victoria. WTD 10/9/64.

ENGLAND—Textile piece goods of synthetics and cotton, all qualities, for fashion trade. Agency. Baumar (Import-Export) Ltd., Radnor House, 93-97 Regent St., London, W.1. WTD 11/27/64.

221 Broad Woven Fabric Mills, Cotton

● **BURMA**—Sheeting, cotton printed, 36″ wide, 1,600,000 yd.; tender No. 11/P/2531/64-65, bid deadline Dec. 28. Shirting, cellular, white, dyed, bleached, printed, mercerized, 3/5 colors, sanforized; 32″, 36″, 35/36″, 40″, 42″ widths; 17,312,000 yd.; tender No. 11/P/2532/64-65, bid deadline Jan. 18. Broadcloth, cotton, dyed, mercerized, fast color; 358,000 yd.; poplin, cotton printed, mercerized 3/5 colors; 6,677,000 yd.; tender No. 11/P/2533/64-65, bid deadline Jan. 5. Mull, cotton, printed, 44″ wide, 400,000 yd.; tender No. 11/P/2534/64-65, bid deadline Dec. 28. Lawn, cotton, bleached, dyed, mercerized, fast color, 36″ wide; 4,800,000 yd.; tender No. 11/P/2535/64-65, bid deadline Jan. 11. Voile, cotton, bleached, printed, fancy woven; 36″, 38″, 44″, 48″ widths; 1,999,000 yd.; tender No. 11/P/2536/64-65, bid deadline Jan. 25. Organdy, cotton, white, permanent, transparent; 44″ wide; 720,000 yd.; tender No. 11/P/2537/64-65, bid deadline Jan. 18. Lace, cotton, all-over embroidered, 32/33, 34/35, 36/37, 38/39, 40/41, 16″ and above widths; 540,000 yd.; tender No. 11/P/2539/64-65, bid deadline Jan. 30. Sateen, cotton, printed, 36″ wide; 800,000 yd.; tender No. 11/P/2540/64-65, bid deadline Jan. 1. Velveteen, cotton, dyed, printed; 36″ wide, 320,000 yd.; tender No. 11/P/2541/64-65, bid deadline Jan. 5. Tussore, cotton, bleached, dyed; 28″, 36″, 54″ widths; 3,600,000 yd.; tender No. 11/P/2542/64-65, bid deadline Jan. 11. Curtain fabrics, printed, fancy woven, 48″ wide; 400,000 yd.; tender No. 11/P/2543/64-65, bid deadline Jan. 25. Corduroy, cotton, dyed, printed, 36″ wide; 1,600,000 yd.; tender No. 11/P/2544/64-65, bid deadline Jan. 5. Netting, mosquito, round mesh, 2, 4, ply; 72″, 72/74″, 67/68″ widths; 3,200,000 yd.; tender No. 11/P/2545/64-65, bid deadline Jan. 25. The Secretary, Ministry of Supply and Cooperative, Corp. No. 11, Textile No. 1, 19/43 Maung Taulay St., Rangoon.★ (Telephone: 202-WO 7-5238).

224 Narrow Fabrics, Smallwares Mills

FRANCE—Wide polyethylene ribbon for background covering of wreaths; direct purchase and agency. Andre Couty & Cie. (importer), 2 & 4 Rue Boissac, Lyon (2), France. WTD 11/19/64.

Extensible ribbon, slightly adhesive, several widths; white, yellow, violet, black, red and

green; quantity: 200 boxes of 12 rolls each. Andre Couty & Cie. (importer), 2 & 4 Rue Boissac, Lyon (2). WTD 11/19/64.

225 Knitting Mills

ENGLAND—Ski-wear clothing, particularly sweaters. Agency. Baumar (Import-Export) Ltd., Radnor House, 93-97 Regent St., London, W.1. WTD 11/27/64.

228 Yarn, Thread Mills

AUSTRALIA—Synthetic filament yarns. Finlaw Industries (importer, manufacturer, wholesaler), 4-6 Southampton Crescent, Abbotsford, Victoria. WTD 9/11/64.

229 Textiles Goods

MALAYSIA—Laces; textiles goods, all kinds. Far East Trading Co. (importer, wholesaler, agent), 387 Jalan Pasir Puteh, Ipoh. WTD 11/5/64.

230 Apparel

MALAYSIA—T-shirts, neckties, underwear, all kinds for men and boys. Far East Trading Co. (importer, wholesaler, agent), 387 Jalan Pasir Puteh, Ipoh. WTD 11/5/64.

Ready-made clothing of every description for men and boys. Green Silk Shop (importer, exporter, wholesaler, agent), 2 Bishop St., Penang. WTD 11/5/64.

SWEDEN—Piece goods made of synthetic fibers, nylon, Dacron, Arnel-cotton, Dacron-cotton; direct purchase and agency. Peter Sonnlechner & Son (importer, sales agent), Box 12163, Stockholm 12. WTD 11/18/64.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

ENGLAND—Men's casual jackets for leisure-wear, all materials. Direct purchase and agency. Lionel Levy Ltd. (manufacturer), 1 Bodney Rd., London, E.8. WTD 10/7/63.

233 Women's, Misses', Juniors' Outerwear

MALAYSIA—T-shirts, blouses; skirts for women and girls. Far East Trading Co. (importer, wholesaler, agent), 387 Jalan Pasir Puteh, Ipoh. WTD 11/5/64.

Ready made fashion dresses, blouses, skirts, for ladies and children. Green Silk Shop (importer, exporter, wholesaler, agent), 2 Bishop St., Penang. WTD 11/5/64.

NORWAY—Women's, misses' and juniors' dresses, coats, skirts. Einar Skaarberg A/S (wholesaler, retailer), 15 Storgaten, Fredrikstad. WTD 8/19/64.

234 Women's, Misses', Children's, Infants' Under Garments

NORWAY—Women's and misses' underwear, nightwear, foundation garments. Einar Skaarberg A/S (wholesaler, retailer), 15 Storgaten, Fredrikstad. WTD 8/19/64.

238 Apparel, Accessories

FRANCE—Belts; other leather articles. La Bagagerie (retailer), 13 Rue Tronchet, Paris 8e. WTD 9/28/64.

239 Fabricated Textile Products

FRANCE—Massed produced embroidered tulle for packaging purposes; direct purchase and agency. Andre Couty & Cie. (importer), 2 & 4 Rue Boissac, Lyon (2). WTD 11/19/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

251 Household Furniture

FRANCE—Small ornament furniture for home decoration to be sold as gift articles. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/20/64.

Small ornament furniture, for home decoration, to be sold as gift articles. Ets. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Calais). WTD 10/23/64.

252 Office Furniture

FRANCE—Scotch tape dispensers, golden metal or leather covered, for desk, to be sold as gift articles. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Calais). WTD 10/23/64.

259 Furniture, Fixtures

HONG KONG—Aluminum traverse rods, accessories for curtains. The Dragon Seed Co., Ltd. (department store), 37-39 Queen's Rd. Central, P.O. Box 79, Hong Kong. WTD 9/8/64.

262 Paper Mills

PAKISTAN—Imitation art paper 80/85/90 grms, size 20″ x 30″ valued $22,000; machine coated white woodfree special offset machine printing paper 20″ x 30″, 30″ x 40″, 80/85/90 grms valued $50,000; white enamel paper size 20″ x 30″, 70 grms valued $5,000; cream enamel sizes 20″ x 30″, 65/70 grms valued $5,000; colored flints size 20″ x 30″ valued $5,000; surface papers size 20″ x 30″, 60/65 grms valued $1,000; bronze paper size 20″ x 30″, 60/65 grms valued $1,000; steel blue paper size 20″ x 30″, 60/65 grms valued $1,000; gold mat size 20″ x 30″, 60/65 grms valued $1,000; silver brilliant size 20″ x 30″, 60/65 grms valued $1,000. Aziz-ud-din Ghulam Mohi-ud-din Butt (Regd.) (printer, importing distributor), Chowk Urdu Bazar, Lahore. WTD 11/24/64.

Bond paper with and/or without watermark 44/49 grms, size 18″ x 23″, 17″ x 27″, color-white only valued at $100,000; tissue paper, white and colored, 17 grms, size 20″ x 30″, machine glazed and finished valued $25,000; account book paper with rag 5% to 10%, white only, 60 lb., size 28″ x 34″ valued $20,000; cartridge paper 20″ x 30″, 30″ x 40″, white only 60 lb. valued $25,000; Manilla paper 30″ x 40″, 36″ x 46″, 80/85 grms, assorted colors, valued $25,000; ledger paper water marked with rag size 17″ x 27″, 27″ x 34″, 24/28 lb. valued $22,000; writing cream laid paper, size 17″ x 27″, 27″ x 34″ above 16 lb., valued $22,000. Aziz-ud-din Ghulam Mohi-ud-din Butt (Regd.) (importing distributor), Chowk Urdu Bazar, Lahore. WTD 11/24/64.

Gold brilliant size 20″ x 30″, 60/65 grms valued $1,000; Fama paper size 27½″ x 39″, 85 grms, $1,000; Mica paper embossed size 20″ x 30″, 60/65 grms, $1,000; Agate marble paper size 20″ x 30″, 65 grms $1,000; Croco lacquered embossed double colored designs size 20″ x 30″, 85 grms valued $2,500; leatherette paper lacquered embossed single color size 20″ x 30″, 85 grms, $2,500; simili leather paper size 27″ x 39⅜″, 155 grms, valued $2,000; imitation moleskin 17″ x 27″, 155 and 195 grms $5,000; direct purchase and agency. Aziz-ud-din Ghulam Mohi-ud-din Butt (Regd.) (importing distributor), Chowk Urdu Bazar, Lahore. WTD 11/24/64.

264 Converted Paper, Paperboard Products

● **EL SALVADOR**—White bond paper, first quality, 6,000 reams, 500 sheets each ream, 90 grams per square meter. Tender No. 188(64), bid deadline Jan. 6. Tender in Spanish; correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-3003).

MALAYSIA—Stationery goods such as paper and paper products used in writing, writing pads, blotting papers, paper clips. Su Hup Trading Co. (importer, wholesaler, retailer, agent), 461 Beach St., Penang. WTD 11/5/64.

NIGERIA—Egg cartons, cardboard or otherwise, requests price quotations cif Lagos; requires approx. 8,000 half-dozen cartons per week. Farmco Ltd. (wholesaler, retailer), P.M.B. 5207, Ibadan. WTD 11/21/64.

PAKISTAN—Paper, wrapping, treated for use in industrial plant. Lyallpur Model Dairies Ltd., 601-Jinnah Colony, Lyallpur. WTD 11/24/64.

273 Books

GERMANY—Books, antiquarian, art, science, bibliography; cif European ports. Guenther Leisten (retailer, wholesaler, importer, exporter), 6 In der Hoehle, 5 Koeln. WTD 10/22/64.

MALAYSIA—Books educational, exercise books, also professional and technical. Su Hup Trading Co. (importer, wholesaler, retailer, agent), 461 Beach St., Penang. WTD 11/5/64.

PAKISTAN—Periodicals, magazines on technical subjects, trade journals, adult and juvenile books. Moghal & Sons (importing distributor), McLeod Rd., Lahore. WTD 11/25/64.

281 Industrial Chemicals

AUSTRALIA—Synthetic and organic dyes to be used in treating leather. Donald Dixon Pty. Ltd. (manufacturer), 264-284 Flemming Rd., Hemmant, Brisbane, Queensland. WTD 8/8/64.

Growth retardant chemicals to be tested for possible use in sugar cane growing. David North Research Centre, Meiers Rd., Indooroopilly, Brisbane, Queensland. WTD 9/4/64.

282 Synthetic Materials

GERMANY—Plastic materials for laminating to hard boards, plywoods and other types of wood panel products. Gottfried Lauprecht (importer, exporter, wholesaler), 3/7 Jakobistrasse (P.O. Box 429), 28 Bremen. WTD 6/11/63.

SWEDEN—Shrink film, transparent materials; medium and low price range; transparent plastic film and packaging machinery for food packing industry; direct purchase and agency. AB Hugo Hartig (manufacturer, sales agent), Nybrogatan 3, Stockholm. WTD 11/18/64.

283 Drugs

FRANCE—Veterinary pharmaceutical preparations for dogs, cats, other kinds of pets; also dietetic and grooming products, shampoos, related lines. Direct sale and agency. Firm is not interested in staple feedstuffs. Ali-Bon (wholesaler, retailer, sales agent), 72 Avenue Thiers, Bordeaux-Bastide, Gironde. WTD 11/30/64.

PAKISTAN—Vitamins A & D for use in manufacture of edible fats; $25,000. Lever Bros. (Pakistan) Ltd., Rahim Yar Khan. WTD 9/21/64.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

● **BURMA**—Supply of 460,000 packages of soapless detergents in 1 lb. and ½ lb. sizes. Tender No. P-11/9/64-65, bid deadline Jan. 11. People's Stores Corp. (Household Division) Strand Rd., Rangoon.★ (Telephone: 202-WO 7-2090).

MALAYSIA—Cosmetics, all kinds. Far East Trading Co. (importer, wholesaler, agent), 387 Jalan Pasir Puteh, Ipoh. WTD 11/5/64.

285 Paints, Varnishes, Enamels, Lacquers

BAHRAIN—All kinds of paints, varnishes, enamels, lacquers; direct purchase and agency. Abdulla Ahmed Nass (importer, retailer, wholesaler), Al-Khalifa Rd., Manama. WTD 11/29/64.

SWEDEN—Materials for paint and varnish industries, all kinds; direct purchase and agency. E. Landerholm Import Agents (importer, sales agent), Tradgardsvagen 4, Huddinge. WTD 10/14/64.

289 Chemical Products

GERMANY—Special glues and adhesives, especially for glass, metal, plastics. Direct purchase and agency. Handels-Union (importer, sales agent), Bleichenbruecke 10, Hamburg 36. WTD 11/30/64.

PAKISTAN—Essential oils for use in manufacture of soaps; $100,000; chemicals, aromatic, for use in manufacture of soaps; $100,000. Lever Bros. (Pakistan) Ltd., Rahim Yar Khan. WTD 9/21/64.

Ink for pens and printing, all colors; direct purchase and agency. Aziz-ud-din Ghulam Mohi-ud-din Butt (Regd.) (importing distributor), Chowk Urdu Bazar, Lahore. WTD 11/24/64.

291 Petroleum Refining

● **URUGUAY**—Oils, crude, approx. 2,920,000 cu. meters, to supply during three one-year periods starting in 1965. Bid deadline Jan. 13, tender No. 5454. Administacion Nacional de Combustibles, Alcohol y Portland, Departamento Comercial Sector Compras, Casilla de Correo 1090, Montevideo. Specifications and correspondence in Spanish. ★(Telephone: 202-WO-7-2355).

306 Fabricated Rubber Products

GERMANY—Shock, vibration absorption mountings. Exclusive representation on basis of direct purchase and/or agency. Ad. Voigt & Co., 126 Am Wall, (exporter, manufacturer, wholesaler), Bremen. Attn: Mr. Warner. WTD 12/10/63.

307 Plastics Products

FRANCE—Plastic tableware and kitchenware, of modern design, to be sold as gift articles. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/20/64.

Plastic tableware and kitchenware, of modern design, to be sold as gift articles. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Calais). WTD 10/23/64.

GERMANY—Wall and floor tiles made of plastic materials, liquid plastic materials for floor coverings, cold processing; reflective plastic striping for highway and road marking. Direct purchase and agency. Faul & Co. (importer, exporter, wholesaler, retailer), 79 Ulm/Donau, Postfach 509. WTD 11/24/64.

NIGERIA—Inexpensive plastic dishes. Direct purchase or agency. Okolo Industrial Co. Ltd. (importer, retailer), P.O. Box 426, 6 Christ Church St., Onitsha, Eastern Nigeria. WTD 11/20/64.

316 Luggage

FRANCE—Suit cases, belts, other leather articles. La Bagagerie (retailer), 13 Rue Tronchet, Paris 8e. WTD 9/28/64.

317 Handbags, Personal Leather Goods

FRANCE—Jewelry cases, fancy patterns, to be sold as gift articles. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Calais). WTD 10/23/64.

Handbags, all kinds. La Bagagerie (retailer), 13 Rue Tronchet, Paris 8e. WTD 9/28/64.

GIBRALTAR—Leather wallets, all kinds; direct purchase and agency. Khubchand Ltd. (importer, exporter, retailer), 55/57 Main St., Gibraltar. WTD 4/4/64.

Wallets, handbags, purses of imitation leather. Khubchand Ltd., 55/57 Main St., Gibraltar. WTD 4/4/64.

MALAYSIA—Handbags, ladies fashionable type. Far East Trading Co. (importer, wholesaler, agent), 387 Jalan Pasir Puteh, Ipoh. WTD 11/5/64.

319 Leather Goods

FRANCE—Leather desk articles, to be sold as gift articles. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/20/64.

Leather desk articles; all leather items, to be sold as gift articles. La Bagagerie (retailer), 13 Rue Tronchet, Paris 8e. WTD 9/28/64.

Leather desk articles, to be sold as gift articles. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Calais). WTD 10/23/64.

322 Glass, Glassware

FRANCE—Ornamental glass tableware, to be sold as gift articles. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/20/64.

Ornamental glass tableware, to be sold as gift articles. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Calais). WTD 10/23/64.

326 Pottery

FRANCE—Household tableware, china or earthenware, to be sold as gift articles. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/20/64.

Household tableware, china or earthenware, to be sold as gift articles. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Calais). WTD 10/23/64.

NIGERIA—Inexpensive earthenware crockery, direct purchase and agency. Okolo Industrial Co. Ltd. (importer, retailer), P.O. Box 426, 6 Christ Church St., Onitsha, Eastern Nigeria. WTD 11/20/64.

PAKISTAN—Porcelain insulators 11kv and 400kv, estimated purchase of over $1.5 million; direct purchase and agency. Escorts Ltd. (manufacturer, engineer, agent), 85 The Mall, Lahore. WTD 11/19/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

SWEDEN—Asbestos/nylon cloth, asbestos netting 54-60″ wide; glass fiber padding ¾-1″ x 54-60″ for dry cleaning and other presspads; requests replies from manufacturers only. Ernst Petersson & Co. AB (wholesaler), Odinsplatsen 4, Goteborg C. WTD 10/27/64.

331 Steel Mill Products

BAHRAIN—Concrete reinforcement steel bars and mesh. Abdulla Ahmed Nass (importer, retailer, wholesaler), Al-Khalifa Rd., Manama. WTD 11/29/64.

● **BURMA**—Galv. pipe and fittings, 2500 ft. 6″ dia., 300 ft. 4″ dia. and 2100 ft. 2″ dia. pipe. Tender No. 38/CS/64-65/GOVT., bid deadline Jan. 11. The Secretary (1), People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Wire rope: construction, 6/19 with hemp core center, ordinary lay in coils of 1000 ft., number of coils and sizes required: 6-2″ cir; 3-2⅛″; 6-2⅝″; 4-2¾″ and 3-3″. Tender No. 28-V (64-65) C-GT, bid deadline Jan. 5. The Secretary, People's Stores Corp., Vehicle & Other Transport Equipment Division, 180/184 Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Hard drawn steel wire, 120 long tons, No. 8 S.W.G. (0.160″ dia.). Tender No. 60/HE-24/64-65 (Steel Wire), bid deadline Dec. 31. The Secretary (1), People's Stores Corp., Industrial Raw Materials Division, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Galv. wire rope: construction 6/37 in coils of 720 ft., tropicalized, external and internal lubricating; number of coils and sizes required: 5-½″ cir; 10-¾″; 10-1″; 10-1¼″; 10-1½″; 5-1¾″; 20-2″; 20-2½″; 20-3″; 4 coils (1500 ft. each) 4″ cir; also 15 coils (720 ft. each) 18/7 construction, 1½″ cir. Tender No. 27-V (64-65) C-GT, bid deadline Jan. 5. The Secretary, The People's Stores Corp., Vehicle & Other Transport Equipment Division, 180/184 Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-2363).

● **GREECE**—Pipe and fittings: includes 12,300 linear meters of 200 to 1,000 mm. diameter pipe. Tender for Supply of Steel Pipe and Special Pieces, bid deadline Jan. 13. Water Supply Organization of Thessaloniki, 72 Megalon Alexandron St., Thessaloniki. ★(Telephone: 202-WO 7-2363).

● **NEW ZEALAND**—Railroad wheels, 3500; 880 axles. Tender for Supply of Steel Railway Tires and Axles, bid deadline Jan. 27. New Zealand Government Railways, Comptroller of Stores' Office, Private Bag, Wellington, C.1. ★(Telephone: 202-WO 7-2363).

PAKISTAN—Tin sheet .75 coating size 20″ x 30″, valued at $100,000, for use in own plant. Lyallpur Model Dairies Ltd. (manufacturer), 601-Jinnah Colony, Lyallpur. WTD 11/24/64.

Steel poles electric distribution line, estimated purchase $2 million, direct purchase and agency. Escorts Ltd. (manufacturer, engineer, agent), 85 The Mall, Lahore. WTD 11/19/64.

● **THAILAND**—Deep drawing quality mild steel. Cold rolled sheets: 6,000 pcs. 16 ga. x 36″ x 71½″ and 6,000 pcs. 16 ga. x 25¾″ x 51¼″; hot rolled strip: 10,000 pcs. 3/32″ x 1 11/16″ x 70⅛″. Tender No. 1/2508, bid deadline Jan. 14. The Fuel Oil Division, The Quartermaster General's Dept., Samsen, Bangkok.★ (Telephone: 202-WO 7-2363).

332 Iron, Steel Foundries

● **GUATEMALA**—Cast iron pressure pipe, fittings, cast iron irrigation gate valves for Water Supply Program projects; Alliance for Progress. Tender No. 21-TF-20-8-64, bid deadline 9 A.M., Jan. 27. Write in Spanish for complete technical specifications, U.S. $5.00, to Instituto de Fomento Municipal INFOM, 6a. Avenida 1-73, Zona 4, 20. piso (Seccion Commercial), Guatemala City.

PAKISTAN—Cast iron pipes in sizes 3" to 36" dia. Importer and manufacturers' representative requests replies from manufacturers with price quotations, c&f, Karachi; direct purchase and agency. Schinleys, 75 Noor Chambers, Robson Rd., Karachi. WTD 1/24/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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335 Rolling, Drawing, Extruding of Nonferrous Metals

● **GREECE**—Solder: bar, 50,000 kgs., 67% lead, 33% tin; resin core, 1,000 kgs., 60% lead, 40% tin, wire diameter 1.5 or 2.0 mm. Tender No. 6380, bid deadline Dec. 29. Hellenic Telecommunications Organization, Ltd. (OTE), Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-2298).

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Total 5,500 assorted drawer locks. Tender No. 34/CS/64-65/TRAD, bid deadline Jan. 5. The Secretary (1), People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

● Total 49,100 dozen padlocks, assorted designs and sizes ½" to 5". Tender No. 37/CS/-64-65 TRAD, deadline Jan. 5. Secretary (1), People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

● Total, over 1,000 gross: 152 gross door knobs, various finishes; 500 gross fan light catches, various finishes brass and chrome plated; 350 gross cleat hooks, various finishes. Tender No. 35/CS/64-65/TRAD, bid deadline Jan. 5. The Secretary (1), People's Stores Corp. Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

FINLAND—Automotive tools; direct purchase and agency; requests descriptive literature, price lists Oy Autolux Ab (importer, wholesaler), Lonnrotinkatu 18, Helsinki. WTD 11/25/64.

● **HONDURAS**—Variety builders' hardware, direct purchase, for construction of 300 houses. Tender No. 17, bid deadline 10:00 a.m., Jan. 4. Correspond in Spanish or contact Instituto de la Vivcenda, Attn: Ing. Francisco Prats h., (General Manager), 6a Calle No. 1551, Tegucigalpa, Honduras. Request interested manufacturers enter bids through local representatives. One copy (in Spanish) of Invitation, Instructions, Quantities & Specifications for review only in Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3601).

SOUTH AFRICA—Boat fittings, all types, for sailing dinghies, speed boats and cabin cruisers up to 30-ft. in length. Finn Andersen (Pty.) Ltd. (manufacturer), P.O. Box 1932, Durban, Natal. WTD 11/19/64.

343 Crematory Plant

● **BURMA**—One crematory plant with accessories and equipment. Tender No. 90/Q19/MACH: (23) G-4 (64-65), bid deadline Jan. 15. The Secretary (4), Socialist Economy Construction Committee (Central) c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

344 Fabricated Structural Metal Products

● **AUSTRALIA**—Supply f.o.b. Brisbane, glazed aluminum windows and doors, new Dental Clinic at Rockhampton Hospital. No fixed closing date, early tendering advised. Contact McKendry & Cheney, William & Campbell Streets, Rockhampton, Queensland.

● **IRAQ**—Supply and installation of mortuary refrigeration system for Diwaniyah Hospital. Tender No. 61/64, bid deadline Jan. 24. Bidders must enclose $2.80 plus air mail charges of $0.70. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5589).

● **SUDAN**—Supply of two vertical boilers, 100 lb. square inch, complete with oil firing equipment, 4 ft. dia., by 10 ft. 6 in. high. Tender No. 3190, bid deadline Dec. 29. Sudan Government Purchasing Agent, 3 Cleveland Row, St. James, London S.W.I.★ (Telephone: 202-WO 7-4242).

345 Screw Machine Products

● **BURMA**—Varying sizes and quantities of brass wood screws. Tender No. 36/CS/64-65/TRAD, bid deadline Jan. 5. Secretary 1, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5589).

348 Fabricated Wire Products

NIGERIA—Wire mesh for use in manufacturing seives. Okolo Industrial Co. Ltd. (importer, retailer), P.O. Box 426, 6 Christ Church St., Onitsha, Eastern Nigeria. WTD 11/20/64.

349 Fabricated Metal Products

GERMANY—Fittings, valves and control equipment for liquefied gas containers; importing distributor requests replies from U.S. manufacturers only with price quotations cif German or Dutch ports. A Seiffert, KG, Industriegelaende, 428 Borken, Westfalen. WTD 11/9/64.

PAKISTAN—Aluminium foils, foil combination converted for packaging; aluminum foils in rolls valued at $10,000, for use in own plant. Lyallpur Model Dairies Ltd. (manufacturer), 601-Jinnah Colony, Lyallpur. WTD 11/24/64.

353 Construction, Mining, Materials Handling Machinery

FINLAND—Maintenance equipment, replacement parts, accessories. Interested U.S. manufacturers invited to submit descriptive literature, price lists, direct purchase and agency. Oy Autolux Ab (importer, wholesaler), Lonnrotinkatu 18, Helsinki. WTD 11/25/64.

NORWAY—Tractors for logging, 50-90 HP, diesel, jointed chassis with hydraulic steering. Requests replies from manufacturers only, direct purchase and agency. Eik's Maskinforretning A/S (manufacturer), 11 Klubbgt, Stavanger. Attn: Mr. Egil Eik. WTD 11/16/64.

PAKISTAN—Road rollers, 3 wheeled, 8-10 tons; graders, crawlers, vibrators, mixers, scrappers, pavers, mechanical shovels, estimated worth $700,000; direct purchase and agency. Escorts Ltd. (manufacturer, engineer, agent), 85 The Mall, Lahore. WTD 11/19/64.

Three wheeled road rollers, capacity 8 to 20 tons; Importer and manufacturer's representative requests replies from manufacturers with price quotations, c & f Karachi; direct purchase and agency. Ahmed International Equipment Co. (importer, manufacturer's agent), P.O. Box 7172, Fort View Preedy St., Karachi-3. WTD 3/8/63.

354 Metalworking Machinery

FINLAND—Automotive maintenance equipment, replacement parts, accessories. Interested U.S. manufacturers and suppliers are invited to submit descriptive literature, price lists; direct purchase and agency. Oy Autolux Ab (importer, wholesaler), Lonnrotinkatu 18, Helsinki. WTD 11/25/64.

● **SUDAN**—Drilling machine, 1¼" capacity in mild steel, tender No. 3136, bid deadline Dec. 30; pneumatic riveting hammers: 6 hammers ½" size, 6 hammers ¾" size; tender No. 3137, bid deadline Dec. 30. Sudan Government Purchasing Agent 3-5, St. James's London, S. W. I.★ (Telephone: 202-WO 7-5652).

355 Special Industry Machinery

● **BURMA**—Perforated mill steel sheets for rice mill use, in varying large quantities. Tender No. 18/MACH/(23)G-2 (64-65), bid deadline Jan. 18. The Secretary (4), Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Ribbon tying machine able to utilize different widths of ribbon. Andre Couty & Cie. (importer), 2 & 4 Rue Boissac, Lyon (2). WTD 11/19/64.

IRAN—Food packing machinery with capacity to pack 4 million individual combat biscuit supplemental rations; offer should include cost of routine operational parts for 5 years, training for 30 days; quotations cif Khorramshahr, request urgent replies. Imperial Iranian Army Quartermaster Corps., (government agency), Forsat-Shomali Ave., Tehran.

KOREA—Oxygen making equipment for use in connection with heavy industry open hearth furnace; copy of specification may be obtained from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington D.C. 20230. Samho Trading Co., Ltd. (importer, exporter), Rm. 500 Hanil Bldg., 64-5, 2-ka, Choongmu-ro Choong-ku, Seoul. WTD 12/4/63.

● **PAKISTAN**—Various types of letter press machinery and equipment in varying quantities. Tender No. S-12/219/64-65, bid deadline Jan. 8. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Montijheel Commercial Area, Dacca 2.★ (Telephone: 202-WO 7-5589).

Dairy machinery, spare parts valued at $10,000 for use in own plant. Lyallpur Model Dairies Ltd. (manufacturer), 601-Jinnah Colony, Lyallpur. WTD 11/24/64.

SWEDEN—Special machinery for glass industries, such as grinding, edging, beveling, polishing, cutting and drilling machines; direct purchase and agency. AB Mercon (importer, exporter, sales agent), Sibyllegatan 5, Stockholm. WTD 10/6/64.

Machinery for manufacture of polythene,

also for printing on polythene. AB Hugo Hartig (manufacturer, sales agent), Nybrogatan 3, Stockholm. WTD 11/18/64.

356 General Industrial Machinery

BAHRAIN—Compressors 1-40 h.p.; small water pumps for general industrial and domestic use. Abdulla Ahmed Nass (importer, retailer, wholesaler), Al-Khalifa Rd., Manama. WTD 11/29/64.

MALAYSIA—Electrical furnace or furnaces capable of melting scrap steel for reduction to pig iron or cast iron. Must produce approx. 30 tons of iron per day. Raymond Wong & Associates (engineers), 909 Lee Wah Bank Bldg., Kuala Lumpur. WTD 12/23/63.

357 Office, Computing, Accounting Machines

● **BURMA**—Supply of 220 duplicating machines and 60 electronic stencil cutting machines. Tender No. PSO(21)64-65/6, bid deadline Dec. 31. The Secretary, People's Stores Corp., Printed Matter, Stationery & Office Equipment, 181/189 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of 750 adding and calculating machines. Tender No. PSO(21)64-65/5, bid deadline Dec. 31. The Secretary, People's Stores Corp., Printed Matter, Stationery & Office Equipment, No. 181/189 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

GERMANY—Business machines and/or other advanced office equipment for data processing, particularly electronic data processing equipment and other machinery for administrative or technical data processing; direct purchase and agency; requests replies in German. B-O-G Frankfurt Buero-Organisation GmbH. (wholesaler, retailer, sales agent), 95 Kurhessenstrasse, 6 Frankfurt/Main 50. WTD 11/25/64.

MALAYSIA—Office equipment such as typewriters. Su Hup Trading Co. (importer, wholesaler, retailer), 461 Beach St., Penang. WTD 11/5/64.

PAKISTAN—Pencils, pencil sharpeners, compasses, dividers, foot-rulers 6″ x 12″; valued at $10,000; direct purchase and agency. Aziz-ud-din Ghulam Mohi-ud-din Butt (Regd.) (importing distributor), Chowk Urdu Bazar, Lahore. WTD 11/24/64.

Number machine, calculating machine, adding machine, duplicating machine, drafting machine, tabulating machine, addressograph, with spare parts valued at $150.000; direct purchase and agency. Aziz-ud-din Ghulam Mohi-ud-din Butt (Regd.) (printer, importing distributor), Chowk Urdu Bazar, Lahore. WTD 11/24/64.

358 Service Industry Machines

GERMANY—Cooking equipment, commercial, electric for hotel, restaurant, cafeteria; all kinds; importing distributor requests replies from U.S. manufacturers only with price quotations cif German or Dutch ports. A. Seiffert KG, Industriegelaende, 428 Borken, Westfalen. WTD 11/9/64.

NIGERIA—Commercial type blast freezer for quick-freezing chicken and other poultry with capacity to handle minimum of 500 chickens per day; price quotations cif Lagos. Farmco Ltd. (retailer), P.M.B. 5207, Ibadan. WTD 11/21/64.

SOUTH AFRICA—Electric room air conditioners; interested in direct purchase only if franchise protection is obtained. Machines must comply with safety standards, if possible the South African Bureau of Standards Safety and General specifications. Rollnick & Gordon (Pty.) Ltd. (importing distributor, manufacturer), Bermuda St., Paarden Eiland, Cape Town. WTD 11/20/64.

361 Electric Transmission, Distribution Equipment

GERMANY—Electric and electronic test, measuring and monitoring instruments and equipment. Replies from manufacturers only; fob airport East Coast U.S., cif airport Duesseldorf, direct purchase and agency. Mauler-Nukleonik (wholesaler), Postfach 705, 565 Solingen-Ohligs. WTD 10/22/64.

PAKISTAN—Transformers, oil immersed 11/0.4 KV up to 1000 KVA. Required 1000 power transformers 66 KV, 132 KV, 2.5 MVA, 7.5 MVA. Required 10 each. Direct purchase and agency. Escorts Ltd. (manufacturer, engineer, agent), 85 The Mall, Lahore. WTD 11/19/64.

● **TUNISIA**—Supply of 30 three-phase auto transformers capable of transforming 200 volts to 380 volts. Tender No. 483, bid deadline Dec. 29. Societe Tunisienne de l'Electricite et du Gaz 38, Rue de Besancon, Tunis.★ Tender notice in French. (Telephone: 202-WO 7-4242).

● **TURKEY**—Supply of miscellaneous electrical equipment for Askale, Uluborlu, Demirtas and Iscehisar substations. Equipment includes transformers, circuit breakers, disconnecting switches, distribution switchboards. Bid deadline Jan. 18. Iller Bankasi (Bank of Provinces), Ataturk Bulvari No. 73, Ankara. Terms and specifications available from Iller Bankasi for $5.55 per copy. Copy of specifications also available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

● **GREECE**—For Chios Island Power Station, supply of six 1,000 kw diesel generator sets complete with mechanical and electrical equipment or alternatively, four 1,000 kw diesel generating sets as specified above and one 2,000 kw generator set as specified above. For Syros Island Power Station, five 1,000 kw diesel generator sets as specified above. Tender No. DED-849, bid deadline Jan. 20. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

363 Household Appliances

● **BURMA**—Supply of meat grinders: small, medium, large, 3,000 each. Bid deadline, 4 P.M., Jan. 28. Tender No. P-11/10/64-65. People's Stores Corp. (Household Division), Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5345).

GERMANY—Liquefied gas (propane/butane) cooking, heating, grilling and lighting appliances for camping and household purposes. Importing distributor requests replies from U.S. manufacturers only with price quotations cif German or Dutch ports. Born KG, 16 Wahnenkampstrasse, 565 Solingen-Ohligs. WTD 11/6/64.

MALAYSIA—Household electrical appliances, all kinds. Far East Trading Co. (importer, wholesaler, agent), 387 Jalan Pasir Puteh, Ipoh. WTD 11/5/64.

SOUTH AFRICA—Electric floor polishers; electric vacuum cleaners; all types of household electric appliances; interested in direct purchase only if franchise protection is obtained. Appliances must comply with safety standards, if possible the South African Bureau of Standards Safety and General Specifications. Rollnick & Gordon (Pty.) Ltd. (importing distributor, manufacturer), Bermuda St., Paarden Eiland, Cape Town. WTD 11/20/64.

364 Electric Lighting, Wiring Equipment

● **BURMA**—Supply of 4.500.000 mantles for pressure lamps. Bid deadline 4 P.M., Jan. 5. Tender No. P-11/8/64-65. People's Stores Corp. (Household Division), Strand Rd., Rangoon.★ (Telephone: 202-WO 7-4345).

FINLAND—Electrical installation equipment and materials. Interested U.S. manufacturers and suppliers are invited to submit descriptive literature, price lists; direct purchase and agency. Oy Autolux Ab (importer, wholesaler), Lonnrotinkatu 18, Helsinki. WTD 11/25/64.

FRANCE—Small lamps for home decoration, to be sold as gift articles. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Calais). WTD 10/23/64.

Small lamps for home decoration, to be sold as gift articles. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/20/64.

● **KENYA**—Supply of electrical current collector equipment for Port Berth Cranes. Circular No. 22, bid deadline Dec. 30. East African Railways & Harbours Overseas Agents, 4, Millbank, London, S.W.I.

366 Communication Equipment

FINLAND—Intercommunication equipment; direct purchase and agency. Oy Autolux Ab (importer, wholesaler), Lonnrotinkatu 18, Helsinki. WTD 11/25/64.

Alarm systems and warning devices for industrial and commercial installations. Interested U.S. manufacturers and suppliers are invited to submit descriptive literature, price lists. Oy Autolux Ab (importer, wholesaler), Lonnrotinkatu 18, Helsinki. WTD 11/25/64.

PAKISTAN—Electronic communication equipment, wireless receiver (military type); importer and manufacturer's representative requests replies from manufacturers with price quotations, c & f, Karachi; direct purchase and agency. Ahmed International Equipment Co., P.O. Box 7172, Fort View Preedy St., Karachi. WTD 3/8/63.

369 Electrical Machinery, Equipment, Supplies

FINLAND—Storage batteries for industrial or commercial use. Interested U.S. manufacturers and suppliers are invited to submit descriptive literature, price lists; direct purchase and agency. Oy Autolux Ab (importer, wholesaler), Lonnrotinkatu 18, Helsinki. WTD 11/25/64.

GERMANY—Electro-therapeutic apparatus and electro-medical treatment apparatus. Replies from manufacturers only; fob East coast U.S. airports; cif Duesseldorf airport, direct purchase and agency. Mauler-Nukleonik (wholesaler), Postfach 705, 565 Solingen-Ohligs. WTD 10/22/64.

371 Motor Vehicles, Motor Vehicle Equipment

FINLAND—Automotive replacement parts, accessories, maintenance equipment. Interested U.S. manufacturers and suppliers are invited to submit descriptive literature, price lists;

direct purchase and agency. Oy Autolux Ab (importer, wholesaler), Lonnrotinkatu 18, Helsinki. WTD 11/25/64.

PAKISTAN—Automotive replacement parts; importer manufacturer's representative requests replies from manufacturers with price quotations c & f, Karachi; direct purchase and agency. Amirali Automobiles Ltd., Shirin Manzil, Victoria Rd., Karachi-3. WTD 11/3/64.

374 Railroad Equipment

● **EAST PAKISTAN**—Supply of 50 flat cars; 40 tank cars; 91 hopper cars; all bogie wagons, meter gauge. Worldwide tender No. P&D-64/OTH-FT/T, bid deadline Feb. 26. The Secretary, East Pakistan Railway Board, Railway Building, Chittagong. Tender documents including "Instructions to Tenderers, Tender Form, Schedule of Requirements, General & Particular Specifications & Conditions of Contract" may be obtained from above address on nonrefundable payment of 100 rupees (US$21).

PAKISTAN—Freight and passenger cars ($3 million); rails 100 lb. ($2.5 million); sleepers ($5 million); all required for broad gage (5' 6"); direct purchase and agency. Escorts Ltd., 85 The Mall, Lahore. WTD 11/19/64.

Railway wagons and spare parts; importer and manufacturers' representative requests replies from manufacturers with price quotations c & f, Karachi; direct purchase and agency. Ahmed International Equipment Co. P.O. Box 7172, Fort View Preedy St., Karachi. WTD 3/8/63.

380 Professional, Scientific, Controlling Instruments

GERMANY—Teaching machines, industrial training aids, audio-visual devices and other advanced teaching materials for industrial and military training (e.g. simulators). Training kits for optical and electrical industries; direct purchase and agency, requests replies in German. B-O-G Frankfurt Buero-Organisation GmbH. (wholesaler, retailer, sales agent), 95 Kurhessenstrasse, 6 Frankfurt/Main 50. WTD 11/25/64.

381 Engineering, Laboratory, Scientific, Research Instruments

IRAN—Seismographic equipment and accessories; requests descriptive literature concerning characteristics, magnitude, qualities and functions. Karadj Water & Power Organization (government agency), 16 Farvardin Ave., Tehran.

PAKISTAN—Drawing instruments and mathematical box for school and college valued $80,000; direct purchase and/or agency. Aziz-ud-din Ghulam Mohi-ud-din Butt (Regd.) (printer, importing distributor), Chowk Urdu Bazar, Lahore. WTD 11/24/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Aircraft instruments, navigation systems, related devices, including synchros, servo-motors, tachometer generators, angle-counters, computers, distance-indicators, and others, suitable for utilization on small passenger airplanes (less than 300 HP in power). Direct purchase and agency. Requests replies from manufacturers only. Comptoir de Fournitures Aeronautiques (dealer), Boite Postale No. 75, Route Dax de Montfort, Landes. WTD 11/27/64.

384 Surgical, Medical, Dental Instruments

● **BURMA**—Supply of 90,000 yd. of umbilical linen thread. Tender No. 12-P/2057/64, bid deadline Jan. 5. The Secretary, Ministry of Supply & Cooperative Corp. No. 12, Textile No. 2, 19/43 Maung Taulay St., Rangoon.★ (Telephone: 202-WO 7-2939).

386 Photographic Equipment

MALAYSIA—Sensitized papers for copying documents by feeding through copying machines which work on infra red lamp. Sharikat Thomax Union (importer, wholesaler, retailer), 3 Jalan Melaka, Kuala Lumpur. WTD 11/5/64.

SWEDEN—Photographic chemicals, X-ray film, light-sensitive paper for greeting cards; direct purchase and agency. Wallenborgs Kemikalie AB (importer, sales agent), Fack 16, Bromma 15. WTD 10/29/64.

391 Jewelry, Silverware, Plated Ware

FRANCE—Stainless or silver plated flatware, to be sold as gift articles. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/23/64.

Stainless or silver plated flatware, to be sold as gift articles. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Calais). WTD 10/23/64.

HONG KONG—Polished diamonds, all kinds (excluding mounting), interested in genuine diamonds only. Yu Kee Co. (importer, wholesaler), 8 Green Lane, 1st Floor, Happy Valley, Hong Kong. WTD 7/25/63.

394 Toys, Amusement, Sporting Goods

SOUTH AFRICA—Toy and hobby merchandise; camping equipment and any goods suitable for outdoor living; direct purchase and agency. Jeffrey Stein Sales (Pty.) Ltd. (manufacturers' agent), P.O. Box 2924, Cape Town. WTD 11/20/64.

All equipment connected with water sport, such as water skis, surf boards. Finn Andersen (Pty.) Ltd. (manufacturer), P.O. Box 1932, Durban. Natal. WTD 11/19/64.

395 Pens, Pencils, Office, Artists' Materials

MALAYSIA—Writing ink, all kinds; pens, pencils, ball pens. Su Hup Trading Co. (importer, wholesaler, retailer, agent), 461 Beach St., Penang. WTD 11/5/64.

PAKISTAN—Pens, fountain and ball-point, valued at $12,000. Aziz-ud-din Ghulam Mohi-ud-din Butt (Regd.), Chowk Urdu Bazar, Lahore. WTD 11/24/64.

Paint boxes for oil and water colors; valued at $10,000; direct purchase and agency. Aziz-ud-din Ghulam Mohi-ud-din Butt (Regd.), Chowk Urdu Bazar, Lahore. WTD 11/24/64.

396 Costume Jewelry, Novelties, Buttons, Notions

FRANCE—Fancy jewelry articles. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Callais) WTD 10/23/64.

Fancy jewelry articles. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/20/64.

GIBRALTAR—Cuff links; other inexpensive novelties. Khubchand Ltd. (importer, exporter, retailer), 55/57 Main St., Gibraltar. WTD 4/4/64.

399 Manufacturing Industries

ENGLAND—Hairdressing trade accessories: vulcanite combs; scissors; hair and nail brushes; plastic spray bottles; toilet and cosmetic bags; face towels made of terry toweling; direct purchase and agency. Comby (London), Ltd. (importer, wholesaler), 9 Violet Hill, London, N.W.8 WTD 10/2/63.

FRANCE—Ashtrays, wood or metal, for desk and home decoration, to be sold as gift articles. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/20/64.

Jewelry cases, fancy patterns, to be sold as gift articles. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/20/64.

Perfume atomizers. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Calais). WTD 10/23/64.

Advertising novelties for bake shops and candy stores. Andre Couty & Cie. (importer), 2 & 4 Rue Boissac, Lyon (2). WTD 11/19/64.

Ashtrays, for desk and home decoration, to be sold as gift articles. Charles Warin (importer, dealer), 70 Rue des Trois Visages, Arras (Pas-de-Calais), WTD 10/23/64.

Pipes, other articles for smokers. La Bagagerie (retailer), 13 Rue Tronchet, Paris 8e, WTD 9/28/64.

Perfume atomizers. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/20/64.

Scotch tape dispensers, golden metal or leather covered, for desk, to be sold as gift articles. Societe Tecuerre (importer, dealer), 8 bis Rue Martel, Paris. WTD 10/20/64.

739 Business Services

HONG KONG—Offers consulting, agency and market survey services in Hong Kong, Japan, Taiwan. Premier Projects Ltd., 41 Printing House, P.O. Box 13959, Hong Kong. WTD 3/24/64.

899 Photogrammetric Survey

● **SOUTH AFRICA**—Tender No. M83/1964 invites bids for large scale photogrammetric strip survey for road location, approx. 43", between Steinkopf and Port Nolloth, located in Namaqualand, Cape Province. The Chairman, Cape Provincial Tender Board. Provincial Bldgs., Wale St. Cape Town. Bid deadline 11 A.M., Jan. 15.★ (Telephone: 202-WO 7-2778).

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated Oct. unless marked otherwise.

Fertilizer Importers, Dealers, Manufacturers and Exporters—Spain.

Hide, Skin and Fur Importers, Dealers and

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Exporters—Venezuela, Nov. (No charge).
Iron and Steel, Nonferrous Metals and Building Material Importers and Dealers—Ceylon, Nov.
Plastic Materials Importers, Dealers and Manufacturers—Philippines.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—N. R. Gamble, representing Industrial Controls Pty. Ltd., Box 94, Post Office, Petersham, N.S.W., interested in **electronic, electric or pneumatic control equipment for air conditioning, refrigeration and heating industries; ancillary equipment in these industries.** Dec. 29 via Los Angeles for six weeks. c/o: Anemostat Controlair Co., 1928 Compton Ave., Los Angeles, Calif.; Sillcox Refrigeration Corp., 70 Pine St., New York. Itinerary: Los Angeles (Dec. 29-Jan. 3); St. Louis (Jan. 3-7); Goshen, Ind. (Jan. 7-13); New York (Feb. 3-9).

INDIA—Taru J. Lalvani, representing The East & West Trading Co., Semiconductors Ltd., Gaytee & Co., International Equipment Corp. Ltd., all of Advani Chambers, Sir P. Mehta Rd., Fort, Bombay 1, interested in **agencies of U.S. manufacturers of electronics, chemicals, dyes, paper, petro-chemicals, wood pulp and printing machinery;** discussing with consulting engineers and petrochemical manufacturers **collaboration possibilities in petro-chemical field; joint ventures in India for manufacture of electronic equipment.** Here for one week. c/o Raytheon Co., Spring St., Lexington, Mass. Itinerary: New York, Boston, Washington, San Francisco, Los Angeles.

SOUTH AFRICA—D. S. Gonski, M.B.E., representing Max Gonski & Sons (Pty.) Ltd., 601 Klamson House, 151 Commissioner St., Johannesburg, interested in **agencies for textiles,** particularly **blended synthetic yarns.** Jan. 1 via New York for six weeks. c/o M. Lowenstein & Sons, Inc., 1430 Broadway, New York. Itinerary: New York, Washington, Chattanooga, Miami, San Francisco.

VENEZUELA—Nergal Morales, representing Confrut de Venezuela, C. A., Avenida Escalona entre Silva y Canuaura, Valencia, Estado Carabobo, interested in **export of canned tropical fruit products, mainly fruit cocktails.** Jan. 6 via New Orleans for several months. c/o Department of Commerce Field Office, 909 Federal Office Bldg. (South), 610 South St., New Orleans, Louisiana 70130. Itinerary: New Orleans, Baton Rouge, Miami, New York.

VIET-NAM—To-Thanh-Son, Director & General Manager, Ets Dai-Viet T.K.T., 29 Cong Ly St., Saigon, interested in finding U.S. suppliers in three fields: **fertilizers** (nitrogenous fertilizer; potash; ammonium phosphate; phosphate fertilizer); **newsprint; paper pulp.** Here indefinitely. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y., 10001. Itinerary: New York, Washington, Akron, Chicago, San Francisco.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified

203 Canning, Preserving Food

SUDAN—Vegetables, fruit, jam, jellies, canned, all types; exclusive agency. Mehemeid Bros Trading Co. (importer, Wholesaler), P.O. Box 1839, Khartoum. WTD 11/25/64.

205 Bakery Products

SOUTH AFRICA—Bakery supplies, all types. Gollach & Gomperts (Pty) Ltd. (importer, exporter, wholesaler), P.O. Box 3968, Johannesburg. WTD 11/24/64.

208 Beverage Industries

FRANCE—Whisky (U.S. blends) in glass bottles, good quality. C. Dupuis Fils & Co. (distillers, wholesalers, exporters), Boite Postale No. 26, Barbezieux, Charente. WTD 11/23/64.

209 Food Preparations

SOUTH AFRICA—Processed foodstuffs. Gollach & Gomperts (Pty) Ltd. (importer, exporter, wholesaler), P.O. Box 3968, Johannesburg. WTD 11/24/64.

220 Textile Mill Products

SOUTH AFRICA—Arnel and Dacron fabrics suitable for dresses; printed lingerie fabric in mixtures of 44% Dacron, 32% nylon and 24% cotton; definitely only interested in replies from mills. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

221 Broad Woven Fabrics, Cotton

AUSTRALIA—Piece Goods, all kinds, cotton and cotton mixtures. Francis Willy (N.S.W.) Pty. Ltd. (manufacturers' representatives), 172 Clarence St., Sydney, N.S.W. WTD 11/18/64.

SOUTH AFRICA—Cotton fabrics, fancy woven of 44/45″ width, costing approx. 57¢ a yd., required for manufacture of dresses, shirtings; definitely only interested in replies from mills. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

222 Broad Woven Fabrics, Manmade Fiber, Silk

AUSTRALIA—Piece Goods, all kinds, i.e. rayons, synthetics, silks. Francis Willy (N.S.W.) Pty. Ltd. (manufacturers' representatives), 172 Clarence St., Sydney, N.S.W. WTD 11/18/64.

225 Knitting Mills, Products

FRANCE—Women's underwear including knitted slips. Ets. Amigues (manufacturer), 25 Bld. de Strasbourg, Paris. WTD 8/7/63.

229 Textile Goods

SOUTH AFRICA—Raschel lace for lingerie industry; definitely only interested in replies from mills. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

232 Men's, Youths', Boys' Furnishings, Work Clothing

FRANCE—Blue duck trousers, dungarees; men's jackets. Societe Industrielle des Vetements de Travail Vetra (manufacturer), Usine de la Chaussee. Le Lude (Sarthe). WTD 8/20/63.

234 Women's, Misses', Children's, Infants' Under Garments

FRANCE—Women's underwear; shirts. Ets. Amigues (manufacturer), 25 Bld. de Strasbourg, Paris. WTD 8/7/63.

239 Fabricated Textile Products

AUSTRALIA—Furnishings, to include drapes, drapery material, upholstery cloth. Francis Willy (N.S.W.) Pty. Ltd. (manufacturers' representatives), 172 Clarence St., Sydney, N.S.W. WTD 11/18/64.

261 Pulp Mills

SOUTH AFRICA—Chemical woodpulp for paper manufacture, bleached, unbleached, sulphite, sulphate. Adams Paper Co. (indent agent, paper merchant), P.O. Box 46, Woodstock, Cape Province. WTD 11/22/63.

264 Converted Paper, Paperboard Products

FRANCE—Paperboard containers (all sizes and types) and boxes, cardboard cartons, packaging material. Henry Jouhate, (Cartonnerie de Losmonerie) (manufacture, wholesaler), Saint-Yrieix-sous-Vienne, Haute-Vienne. WTD 11/25/64.

282 Synthetic Materials

SOUTH AFRICA—Cellophane; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

306 Fabricated Rubber Products

SOUTH AFRICA—Rubber mallets; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

334 Secondary Smelting, Refining of Nonferrous Metals

SOUTH AFRICA—Silver solder; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

342 Cutlery, Hand Tools, General Hardware

SOUTH AFRICA—Sash balances; trimmers' snips; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

Auger bits, axes, wood chisels, draw knives, sickles, scythes, edge garden hand tools; fireplace fixtures, specialized hardware items such as handcuffs; mitre boxes, hammers, linemen's tools, pipe stock and dies, picks, pick mattocks, pipe wrenches, pullers, pushers, nonsparking hand tools, masons tools, small wrenches, all kinds; hand saws, carpenter (all types), saw clamps; wire rope clips; clamps; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

344 Fabricated Structural Metal Products

SOUTH AFRICA—Oil fired package boilers: 400 to 20,000 lb. per hour F & A. 212°F. To burn light oil up to 1200 lb. per hour and heavy furnace oil above this output. Rutherford (Pty.) Ltd. (importing distributor), 80 Bree St., Cape Town. WTD 6/5/64.

349 Fabricated Metal Products

SOUTH AFRICA—Hydraulic equipment such as hydraulic valves, cylinders, fittings, tools. W. P. Representatives (Pty.) Ltd. (manufacturers' agent), P.O. Box 1249, Cape Town. WTD 7/31/63.

353 Construction, Mining, Material Handling Machinery

ISRAEL—Road building, repair and maintenance machinery and equipment including pavers, wideners, spreaders, power brooms, for concrete and asphalt roads. Manufacturers' representative requests urgent offers with catalogs and price lists. Exclusive agency. L. Kardos (agent) 3 Frug St., P.O. Box 11033, Tel Aviv. WTD 4/6/64.

354 Metalworking Equipment

SOUTH AFRICA—Metalworking drill chucks, metalworking lathe chucks; dies, metalworking threading type; reamers, high-speed steel metalworking, threading sets (screw plates), metalworking; disc-sander, electric hand; drilling machines, nonportable, metal grinding machine, bench type for home workshop; bending machine, rotary, manual; micrometers; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

Metalworking form tools such as punches, jigs, fixtures, dies, die sets and subpresses; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

355 Special Industry Machinery

SOUTH AFRICA—Home workshop woodworking lathes; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

Lapidary work equipment for all kinds of stones; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

356 General Industrial Machinery

AUSTRALIA—Small portable fogging and misting machines for insecticidal fogging of native dwellings in New Guinea. United Chemicals Pty. Ltd. (manufacturer, wholesaler), 91-97 Montague Rd., South Brisbane, Queensland. Attn. Mr. Taggart. WTD 3/4/64.

363 Household Appliances

SOUTH AFRICA—Electric household knife sharpeners; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

365 Radio, Television Receiving Sets

SOUTH AFRICA—AM/FM radio receivers in portable and transistor models; tape recorders; record players. Hammerstein Radio & Television Corp. (Pty) Ltd. (importer, manufacturer), P.O. South Hills, Johannesburg. WTD 11/25/64.

366 Communication Equipment

SOUTH AFRICA—Telephone strandvices; requests replies from manufacturers' only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

369 Electrical Machinery, Equipment, Supplies

GERMANY—X-Ray apparatus; other electromedical apparatus. Roentgen-Schnitzer (wholesaler), 14 Heinrich Hoffmann Str., 6 Frankfurt-Niederrad. WTD 12/1/64.

373 Shipbuilding, Repairing

CEYLON—Five CI-M-AVI-type used motor ships or vessels of similar tonnage, reconditioned, rigged with unsophisticated cargo handling equipment for use as cargo vessels. Commodore R. Kadirgamar, The Acting Captain, Royal Ceylon Navy, Navy Headquarters, Colombo.

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Laboratory and research apparatus: Apparatus for biochemistry and research, telethermometring, centrifuges, flame photometers, spectrophotometers, fluorometers. Labomatic (agent), 8 Rue de Penthievre, Paris 8e. WTD 5/20/63.

SOUTH AFRICA—Drawing instruments, slide rules, transits; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ISRAEL—Process control instruments and devices for food and chemical industries; air-conditioning controls; instruments for nucleonics. Manufacturers' representative invites prompt offers including catalogs, prices, delivery terms. Exclusive agency. Aravah A.T.I. Ltd. (agent), P.O. Box 14051, Tel Aviv. WTD 12/24/63.

386 Photographic Equipment

FRANCE—Photocopying paper and supplies, also those for electro-statical process. Caram (importer, wholesaler), 71 Rue du Theatre, Paris 15e. WTD 5/20/63.

387 Watches, Clocks

SOUTH AFRICA—Household clocks; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

394 Toys, Amusement, Sporting Goods

NORWAY—Gymnasium mats. S. Thorud (manufacturer's agent), 2 Sven Brunsgt, Oslo. WTD 11/4/63.

399 Manufacturing Industries

SOUTH AFRICA—Hair clippers; requests replies from manufacturers only. W. P. M. Kellam (Pty) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 11/9/64.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Foods

AUSTRALIA—Frozen king prawns. Australian Exporters Pty. Ltd., The Wool Exchange, 69 Eagle St., Brisbane, Queensland. WTD 8/28/63.

MALAYSIA—Table sauce: light color, qualities A, B, C (US$0.80; 0.60; 0.40 per lb. net wt. respectively); dark color, qualities A, B, C (US$1.20; 0.80; 0.50 per lb. net wt. respectively); packed in strong plastic jars approx. 40 lb. net wt., crated in wooden cases. Soon Hin Sauce Factory (manufacturer), 191 Burmah Rd., P.O. Box 11, Penang. WTD 1/30/64.

233 Women's Misses', Junior's Outerwear

SWEDEN—Ready made suits and coats for women and teenagers. AB Bevell, O. Ringvagen 3, Vasteras. WTD 11/10/64.

Ready-made women's dresses and maternity outfits, medium or higher prices. Bengtsons Konfektions AB, Hammarbyvagen 34, Stockholm. WTD 10/28/64.

244 Wooden Containers

FRANCE—Wired wooden crates. Societe de Construction D'Outillage Moderne—SCOMM 8 Rue des Gardinoux, Aubervilliers (Seine). WTD 3/4/64.

264 Converted Paper, Paperboard Products

MALAYSIA—Wooden liners for picture

frames; 1" x 8' and 1½" x 8" (US $4.50 and $8.50, respectively, per doz.); normal packing 50 doz. lots per case. Soon Hin Sauce Factory, 191 Burmah Rd., P.O. Box 11, Penang. WTD 1/30/64.

281 Industrial Chemicals

CHILE—Sodium alginate and algae. Productos Quimicos Algina Sociedad Ltda., Alameda B. O'Higgins 1175, Oficina 706, Santiago. WTD 10/15/64.

GERMANY—Manufacturer of flavouring essences for food and drinks seeks agent for West coast area and southern states. Westfaelische Essenzen-Fabrik, F. W. Baecker KG, 34-38 Von der-Tann-Strasse, 46 Dortmund. WTD 11/3/64.

Industrial chemicals for dry cleaning and whitewashing. Novakemi AB, Harpsundsvagen 76, Bandhagen 1. WTD 11/6/64.

282 Synthetic Materials

NIGERIA—Piassava fiber for broom and brush manufacture. Anene Brothers & Co., 21 Potts Johnson St., P.O. Box 193. WTD 3/6/64.

Piassava fiber for broom and brush manufacture. Mascot I. Abali & Brothers Ltd., P.O. Box 415, Port Harcourt. WTD 4/29/64.

331 Steel Mill Products

GERMANY—Pipes, seamless and welded, freight as purchaser requests fob or cif U.S. or European ports. Stahlkontor Hahn AG, 27-31 Koenigsallee, 4 Duesseldorf. WTD 11/4/64.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Saw blades, all kinds, for wood and metal-working; machine knives for woodworking; hand saw blades, hand tools. Manufacturer requests replies from U.S. importers or sales agents. For copies of descriptive catalog (limited supply available) write: BIC-8120, Rm. 6311, Department of Commerce, Washington, D.C. 20230. P. W. Brand GmbH, 48 Oberhuetzerstrasse, 563 Remscheid-Hasten. WTD 11/17/64.

344 Fabrication Structural Metal Products

GERMANY—Frames for light cupolas of polyester, solid and for ventilation; direct sale. Prime quotations fob Hamburg or Bremen. Klaus Esser KG., Bau- und Industriebedarf, Postfach 2909, 4 Duesseldorf. WTD 10/20/64.

354 Metalworking Machinery

GERMANY—Metalworking machinery, shearing, punching, rod cutting, bar bending, combined machines; fob European ports; direct purchase and agency. Gebr. Vitte (manufacturer), 5-8 Kluser Weg, Priorei i. Westfalen. WTD 11/3/64.

363 Household Appliances

SWEDEN—Copper coffee pots. Netto-Fabrikerna, Nassjo. WTD 11/12/64.

367 Electronic Components, Accessories

SWEDEN—Equipment for control and supervision of industrial machines and plants in temperature, pressure and vibration field. AB Nordqvist & Berg, Snoilskyvagen 8, Stockholm. WTD 8/10/64.

372 Aircraft Parts

FRANCE—Aircraft parts, accessories, supplies suitable for use on small passenger airplanes (less 300 HP in power), of different makes, U.S. and foreign. Comptoir de Fournitures Aeronautiques, Boite Postale No. 75, Route de Montfort, Dax, Landes. WTD 11/27/64.

373 Ship Building, Repairing

CEYLON—The Colombo Port Commission, P.O. Box 528, Colombo, will receive quotations until Dec. 30 for purchase and removal of one twin screw steam powered berthing and sea going named "Goliath." Copies of tender schedule available upon payment of refundable deposit of $105.04 from: Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008.

SOUTH AFRICA—Manufacturer of sailing dinghies, speed boats and cabin cruisers up to about 30-ft. seeks sales outlets in the U.S. for completed craft or boat kits. Finn Andersen (Pty.) Ltd. P.O. Box 1932, Durban. WTD 11/19/64.

386 Photographic Equipment, Supplies

SWEDEN—X-ray diffraction cameras. Ingenjorsfirman Instrumenttjanst, Fredsgatan 17, Sundbyberg. WTD 10/7/64.

Construction Projects

AUSTRIA—(100 schilling = $3.84). Agreement has been reached on long-proposed **"Trans-Alpine Pipeline."** The 480 km pipeline (INTERNATIONAL COMMERCE, Nov. 3, 1963, p. 63) reaching from Trieste to Bavaria will be owned by eleven oil companies (BP, Continental, DEA, ENI, ESSO, Gelsenberg, Marathon, Mobil, Scholven Chemie, Shell, Wintershall). Work on two tunnels in the Alps, part of the project, is to begin as soon as possible. It is planned to complete the whole project including the marine terminal near Trieste in the early part of 1967.

HONDURAS—(100 lempiras = $50). The Inter American Development Bank has announced approval of $200,000 technical assistance loan from its Fund for Special Operations to finance study for possible establishment of a **pulp and paper industry** in Central America.

Technical assistance will enable the Republic of Honduras to study a number of specific proposals which have been made by outside firms for the creation of an industry which would utilize its vast pine stands. Loan will be used to hire a consulting firm to evaluate these specific proposals.

Several studies made in the past for the establishment of such an industry in Honduras were those of the Food and Agricultural Organization of the U.N., National Bulk Carriers (U.S. firm), and Klabim Irmaos (Brazilian manufacturer).

ISRAEL—(3£ = $1). Orshan Ltd., 14 Hanamal St., P.O. Box 783, Haifa, is carrying out planning and supervision for **industrial projects** in meal, leather and fish industries to be constructed in Republic of Chad. Orshan Ltd. would like to receive **literature** and **technical information** and **quotations for complete plants or machinery and equipment on:** 1) Canning plant for meat and fish; 2) Automatic can manufacturing plant; 3) Hides tanning and leather manufacturing plant; 4) Shoe manufacturing plant for boots, shoes, sandals; 5) Insulated and/or refrigerated trucks, semi-trailers and containers for transport of fresh and frozen meat and fish; 6) Refrigeration equipment; 7) Refrigerated ship or barge for 150 tons of fresh and frozen meat; 8) Liquid oxygen and liquid nitrogen plant; 9) Steam boiler installation; 10) Electric generators for about 1000 KWH.

JAPAN—(100 yen = $2.77). Tokyo's international airport at Haneda is expected to reach saturation point by 1969; Government has decided, therefore, to construct **new airport** and is now determining exact site. Choice has been narrowed down to two areas: Tomisato in Chiba Prefecture, about 33 miles east of Tokyo, and Kasumigaura in Ibaraki Prefecture, about 45 miles to the northeast of Tokyo. The Ministry of Transport has ranked construction of this facility among its four top priority tasks and hopes decisions can be reached soon to permit the new airport to open by Spring, 1969. Airport design and construction details are still vague but the Ministry has been thinking in terms of two 2.4 mile runways to accommodate supersonic aircrafts, with total costs very roughly estimated at $650 million. **Write:** Ministry of Transport, Tokyo.

MALAYSIA—(Brunei)—(M$100 = $32.68). The Brunei Government has announced **implementation program to provide electricity to whole State,** costing approximately $5,330,000, will begin immediately.

Scheme revolves around **new power station** in Seria, which will be activated by gas bought in bulk from the Brunei Shell Company. Power from Seria will be carried to Brunei Town along an overhead transmission 60 miles away. Substations along the route will divert electricity to villages. Supply will later be extended to Muara, where a port to handle ocean-going vessels is being built and which has been chosen as the center of Brunei's industrialization program.

MOZAMBIQUE—The Companhia de Seguros "Nauticus" is planning to construct an **11-story building** in down-town Beira, adjoining its present building. Five construction companies bid on project, low bidder being Antonio Joaquim Lopes of Vila Pery with a bid of Esc.8,800,000. ($308,000).

The Cooperative Building Society has broken ground on its new **residential construction project in Lourenco Marques.** Three out of an eventual total of 17 11-story apartment houses being built, remainder to go up in various phases within five years. Cooperative is utilizing 15 hectares of land it owns for this project.

The Sociedade Hidro-Electrica do Revue, S.A.R.L. (SHER) of Vila Pery has opened bidding on construction of a **thermal power substation** at Chicamba Real Dam. Bid deadline is Jan. 29. Specifications available from SHER's Vila Pery offices.

NETHERLANDS ANTILLES—(Ant. f 10 = $5.35). According to local reports, plans are well underway for a **200-room hotel** to be built on Palm Beach in Aruba near the Aruba Caribbean Hotel and Casino. U.S. architect Charles Giller designed the hotel which is to be known as the Aruba Sheraton. Cost is

estimated at Ant. f 8 million for construction. It is expected that specifications are to be completed in December, tenders invited in Jan. 1965 and the contracts let in March.

NEW ZEALAND—(1NZ£ = $2.78). The Ministry of Mines has designated the following firms to conduct **studies concerning the development and utilization of Kapuni gas:** De Golyer & MacNaughton Ltd. of Dallas, Texas, will look into the question of oil reserves; Zinder International Ltd. will undertake market studies; Pipe Line Technologists (Proprietary) Ltd. of Houston, Texas will investigate the question of pipeline design. Two separate pipelines between Kapuni and New Plymouth may be constructed, the first to carry condensate from separators at oil head to Port Taranaki for shipment to Whangarei (site of oil refinery) and the second to carry natural gas for local consumption.

SOUTH AFRICA—(1 rand = $1.41). The French firm, SOCEA, is unofficially reported to have secured the **30-mile water pipeline contract** amounting to R6 million. Pipeline is to be constructed for the Rand Water Board. SOCEA was one of seven bidders for the job which consists of the manufacture and laying of a 66" diameter pre-stressed concrete pipe. Completion is scheduled for July 31, 1965.

THAILAND—(100 baht = $4.80). The Ministry of Communications has concluded a contract with the Netherlands consulting engineering firm, NEDECO, to undertake a **survey of Bangkok Port expansion programs** for the Port Authority of Thailand. Survey will determine how Klong Toey Port can be expanded to accommodate more merchant vessels, to what extent Port can be improved and feasibility of the Sriracha Port Project in relation to the proposed expansion of the Port of Bangkok. Survey is expected to take nine months to complete.

THAILAND—(100 baht=$4.80). The State **Railways** of Thailand are considering large scale **improvements** to the Maeklong Line between Bangkok and Samut Songkram; the extension of the line to Rajburi; the extension of the Nong Pladuk-Supanburi Line to Lopburi; the construction of a new line from Supanburi to Maesod via Tak, and the construction of a new rail line from Lampang to Chiengrai. These new projects will be viewed in light of the competition from existing highways, and whether the terrain is better suited to a road than a railway.

Dockyard stores bids sought

The Societe Tunisienne de Constructions et de Reparations Mecaniques et Navales (SOCOMENA) 2, Rue Charles de Gaulle, Tunis, is calling for bids before the end of 1964 for the purchase of dockyard stores including iron and steel, electrical equipment, wood and wood products.

Copies of lists of required materials are available to firms located in the U.S. from the Iron & Steel Division, BDSA-6380, Rm. 4222, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2363.

Greek railways need goods

Hellenic State Railways (SEK), Purchasing & Stores Dept., 34 Themistocleus St., Athens, has asked for bids by Dec. 29 for 3,000 joint bars; 4,300 tie plates; 500,000 screw spikes; 25,000 bolts and nuts; 180,000 clipbolts with nuts; 35,000 nuts and 400,000 single and double spring washers.

Loan copies of tender documents are available to firms located in the U.S. from the Iron & Steel Division, same address as above.

New Books and Reports

***Quarterly Economic Reviews.* 1964. The Economist Intelligence Unit, New York. Pagination varies. Single copy, $9 each.**

For countries listed, gives current economic position and trends; information on trade and financial agreements; changes in regulations governing foreign trade; government economic plans and policies; major investment projects; industrial and political developments:

Argentina; Brazil; Central America; Ceylon; Continental S.E. Asia; East Africa; Eastern Europe; Egypt (UAR), Libya, and Sudan; Germany; Ghana; Nigeria, Sierre Leone and Gambia; Greece; Japan and South Korea; South Africa and South West Africa.

Write: Economist Intelligence Unit, Ltd., 60 East 42nd St., New York, N.Y. 10017.

***Investment Guide to Turkey.* Published by the Union of Chambers of Commerce, Industry and Commodity Exchanges of Turkey, 1964. 186 pages. $10 (Paperbound: $7.50).**

This is a compendium of information that will be of value to firms interested in investing in Turkey. It provides information on operating costs and other aspects of doing business in Turkey, including financing, credit facilities, taxation, construction costs, labor, power and fuel costs, and transportation and communication. The study also outlines the procedures for establishing a business in Turkey and presents background data on the Turkish economy. It includes several tables and maps.

Loan copies are available from the Near East-South Asia Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, and from the Department of Commerce Field Offices located in the following cities—Atlanta, Boston, Chicago, Cleveland, Detroit, Houston, Los Angeles, Miami, New York, Philadelphia, Pittsburgh, and San Francisco.

Copies may be purchased from the Investment Promotion and Information Center, Department of Industry, Union of Chambers of Commerce, Industry and Commodity Exchanges, Sehit Tegmen Kalmaz Cad. No. 30, Ankara, Turkey.

***Economic Policies and Practices: A Description and Analysis of Certain European Capital Markets.* (Paper No. 3.) 1964. Prepared by the U.S. Treasury Dept. for the Joint Economic Committee, 88th Congress, 2d Session. GPO. 280 pp. 70¢**

Descriptive and analytical study which distills a great variety of material already available on European capital markets for a better American understanding of their functioning and development. Points up similarities and contrasts among these markets and suggests implications of their performance for international as well as domestic flows of medium- and long-term funds.

Following a cross-section analysis of European capital markets which considers their size and structure, relationship to financial flows, degree of accessibility to foreign borrowers and lenders, and other characteristics, country chapters cover Belgium, France, Germany, Italy, Sweden, and the United Kingdom, with a brief section on the Swiss capital market.

The book treats the market for new issues and the securities markets; includes data on margin between cost to borrower and return to lender on new issues, and level and structure of national interest rates. Includes 139 tables.

Write: Superintendent of Documents, U.S. Government Office, Washington, D.C. 20402.

***Economic Surveys by the* OECD. OECD Unit, McGraw-Hill, New York, 1964. 80¢ each or $10 subscription for the entire series.**

A series of economic studies for member countries published annually by the Organization for Economic Cooperation and Development, discussing economic developments and policies, business trends and outlook, and placing emphasis for each country on its most important current problems. Statistical annex included for each showing traditional business indicators, population, etc. Issued during the past six months are the following:

Belgium-Luxembourg Economic Union	June 1964. 48 pp.
France	Aug. 1964. 54 pp.
Greece	Aug. 1964. 40 pp.
Spain	July 1964. 46 pp.
Turkey	Aug. 1964. 53 pp.

Write: McGraw-Hill Book Co., Inc., 351 West 41st St., New York, N.Y. 10036.

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Calendar *for international traders*

December

22—In-Office Workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

January

4—Schedule B and Comprehensive Export Schedule revision discussions, 1:30 P.M.: Federal Reserve Bank Bldg., **Philadelphia.**

4—Annual International Home Furnishings Market, luncheon, 12 noon, American Furniture Mart, **Chicago.** Speaker: Aaron M. Rosenthal, BDSA.

5—Round Table Conference, 1:30 P.M., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

5—Export Control and Schedule B Workshop, 936 Federal Bldg., **Memphis, Tenn.** Sponsor: Department of Commerce.

6—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

6-7—Discussion of new Schedule B and Comprehensive Export Schedule, 9 A.M.-12 noon, Conference Rm., New Federal Bldg., **Tampa, Fla.** Speakers: Wilson E. Sweeney, Bureau of International Commerce; Dino S. Villa, Bureau of Census. Sponsors: Field Office, Department of Commerce; U.S. Customs, Tampa.

7—Hartford Workshop on Trade Fairs and Trade Centers, Strafford Motor Inn, **Strafford, Conn.** Sponsor: Manufacturers Assn. of Connecticut; Field Office, Department of Commerce. Speaker: James E. Murrin, Bureau of International Commerce.

7—"First-Step" Export Workshop, Field Office, **Memphis, Tenn.** Sponsors: REEC; Field Office, Department of Commerce.

8—Export Controls Seminar, Field Office, **Atlanta.** Speaker: Wilson E. Sweeney, Office of Export Control. Sponsors: Field Office, Department of Commerce; REEC.

8—Delaware Valley International Trade Assn. luncheon meeting, Stacy-Trent Hotel, **Trenton, N.J.** Sponsor: Greater Trenton Chamber of Commerce.

8—In-Office Workshop on Export Expansion, Field Office, **Cincinnati.**

8—Scrap Iron and Steel Institute, annual convention, Fontainebleau Hotel, **Miami.** Speaker: George Donat, Administrator, BDSA.

11—Adrian Area Chamber of Commerce, Moose Hall, **Adrian, Mich.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

11-15—1965 International Automotive Engineering Congress and Exposition, Cobo Hall, **Detroit.** Sponsor: Society of Automotive Engineers.

12—Automotive Exporters' Club of Chicago, Builders Bldg., **Chicago.**

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

12—In-Office Workshop for new exporters, Federal bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

12—Purchasing Agents Assn., Washington Chapter luncheon, Presidential Arms, **Washington.** Speaker: Norman Lawrence, Bureau of Census.

12—Civitan Club luncheon, Mayflower Hotel, **Washington.** Speaker: James E. Murrin, Bureau of International Commerce.

12—In-Office workshop on export expansion, Field Office, **Jacksonville, Fla.**

12—In-Office Export Conference Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

12—Export Documentation Conference, Biltmore Hotel, **Dayton, Ohio.** Speaker: F. L. Brooks, Bureau of International Commerce.

13—Minnesota World Trade Assn. monthly dinner meeting, Minnesota Press Club, Hotel Radisson, **Minneapolis.**

13—Export Documentation Conference, Federal Office Bldg., **Cincinnati.** Speaker: F. L. Brooks, Bureau of International Commerce.

14—Midwest Regional Shippers Advisory Board, Pick-Congress Hotel, **Chicago.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

14—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

14—Workshop: "How To Get Your First Export Order," Hotel Fremont, **Fremont, Ohio.** Sponsors: Manufacturers' Council of Sandusky Co.; Field Office, Department of Commerce; REEC.

14—American Marketing Assn. Industrial luncheon, Warwick Hotel, **Philadelphia.** Speaker: Beatrice N. Vaccara, Office of Business Economics.

14—Export Documentation Conference, Chamber of Commerce Bldg., **Louisville, Ky.** Speaker: F. L. Brooks, Bureau of International Commerce.

14—Dedication Ceremony, Browne and Sharpe Manufacturing Co., **North Kingston, R.I.** Speaker: James F. Collins, BDSA.

20—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

20—Trade Mission Terminal Conference—Greece and Spain, Hotel Claridge, **Memphis, Tenn.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

20—Consultations with area businessmen with Harold Harris, Channel Master Corp., Ellenville, N.Y., member of trade Mission to Yugoslavia, Field Office, **Philadelphia.**

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